

## JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-576-2022
Company Name	Liban Cables – Nexans Group
Industry	Cables Manufacturing
Vacancy	Sales & Marketing Coordinator
Number of vacancies for that position	1
Job Type ( <i>FT, PT, Contractual, Seasonal</i> )	FT
Major(s)	Engineering
Degree	Bachelor
Years of Experience	3 to 5 years
Location	Hamra
Remuneration & Benefits	
Currency (LBP, Dollar, Lollar)	
Tasks & Responsibilities	<ul style="list-style-type: none"> <li>• Management of the partner relationship to maintain and develop loyalty</li> <li>• Listen actively to partners and decode clients' needs</li> <li>• Anticipate and challenge those needs and expectations</li> <li>• Analyze product and customer data information and underline essential points to propose choices</li> <li>• Identify Nexans offers that answer customers/partners needs</li> <li>• Talk to customers/partners to explain and present products and services and emphasize how they address their needs</li> <li>• Select and propose additional products to perfectly answer all client needs (even unexplicit ones)</li> <li>• Management of the merchandising of Nexans offer</li> <li>• Adapt and personalize the presentation of products and services at Partner Point of Sales.</li> </ul>

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- Provide expertise to Partners based on experience.
- Prepare the offer presentation with communication tools and implement highlights in coordination with online merchandizing
- Interact with end-customers in physical orduring webinars to promote Nexans offer
- Achieve sales objectives according to the sales action plan
- Deploy promotional operations
- Prospect targeted partners
- Promote Nexans awareness and image
- Organize and promote focus groups in collaboration with Marketing and Design