

## JOB POSTING REQUEST FORM

### Job Details

Reference #	CP-75-2021
Company Name	PACS – Pinnacle Advisory and Consulting Services
Industry	Consulting
Vacancy	MENA Lead for Training
Job Type ( <i>FT, PT, Contractual, Seasonal</i> )	FT
Major(s)	Business Administration, Human Resources or any related fields
Degree	Bachelor
Years of Experience	4 to 5 years of experience
Location	Lebanon
Remuneration & Benefits	Salary paid in fresh dollars
Tasks & Responsibilities	<p>The purpose of this position is to lead the development and expansion of a new product offering focused on training across a variety of topics.</p> <p>What you will do:</p> <ul style="list-style-type: none"> <li>• You will develop and expand the training product (content, delivery channels, trainers pool)</li> <li>• You will promote the product to target segments and lead sales &amp; business development</li> <li>• You will coordinate the delivery and execution of the training to all clients</li> <li>• You will manage the overall business and P&amp;L</li> <li>• You will support on drafting the annual business development strategy (clients, channels, geographies, partnerships)</li> <li>• You will coordinate all business development efforts and client outreach, this includes pitches decks, technical and commercial proposals</li> <li>• You will identify and develop relevant partnerships to support product development and coordinate</li> </ul>

## JOB POSTING REQUEST FORM

agreement development and signature

- You will coordinate all marketing efforts for direct and indirect approaches to support outreach efforts
- You will regularly promote the product on social media and other relevant marketing channels
- You will deploy and adopt a CRM system effectively