

Sales and Product Specialist- Alpha Pro

AlphaPro is based in Beirut Lebanon and deals with medical equipment and devices, importing to its account and selling to end-users according to requirements while offer proper after sales support in terms of service and application.

Location: Jdeidet el Matn

Working Days and Hours: Monday until Friday; from 8:00 a.m. until 4:00 p.m.

Major: degree in Biomedical Engineering, Electrical Engineering, or any related field

Experience: 1- 3 years of field experience in selling medical devices

Major Responsibilities:

Acquire comprehensive knowledge of AlphaPro sal's products portfolio.

- Read clinical studies and product documentations to extract features and benefits and sales arguments.
- Understand the customer needs and prepare quotations/offers accordingly.
- Perform on-site demo and/or clinical trainings for customers.
- Identify Key Opinion Leaders and develop Public Relation to get the doctors trust and confidence in view of sharing new product ideas and get their support in using our products.
- Be involved in the business development by searching for new innovative products to include in the current portfolio.
- Assist in setting up events and exhibitions.
- Help the management in placing orders items and products.
- Get involved for events in suggesting samples, brochures, CD, Hands-on, press releases, etc.
- Deliver goods and collects receivables (when required)
- Assess and help resolve any clinical issues raised by the customers
- Make regular visits to customers to make sure they are following the exact product guidelines and answer all their questions
- Update CRM (Salesforce) on a daily basis
- Conduct Market Surveys for new products to launch
- Collect market information in terms of customer's consumption and details about the competition.

Additional Requirements:

- Presentable with excellent language skills: Arabic, English with French as an asset.
- Motorized

Additional Information:

- Package includes: Social Security, Private Insurance, Fuel allowance, SIM Card with data package
- Salary + Commission on sales

How to Apply:

Kindly send your CV or contact the Career Services Center, E-mail: career.services@balamand.edu.lb, Ext. 7801; 7802