

Digital Sales Lead – OMT

The pioneer provider of financial services with a leading market position in Lebanon.

Location: Badaro, Lebanon

Major: Bachelor's degree in Business Administration, Economics, or any related field

Experience: 8 - 10 years of experience working cross-functionally and leading projects from conception to execution

Major Responsibilities:

- Develops and executes strategic plans to expand merchant network and increase adoption of OMT's digital solutions
- Leads the acquisition of new merchants to expand OMT's digital ventures and grow its network by identifying and targeting high-potential partnerships
- Collaborates with internal teams to develop innovative strategies for maximizing merchant engagement and driving revenue growth
- Drives negotiations with big merchants to secure favorable deals, and partnerships to achieve mutually-beneficial outcomes, ensuring alignment with OMT goals and objectives; serves as the primary point of contact for all partnership-related matters
- Coordinates closely with the business development team on projects, ideas, market insights and data updates
- Manages a team of outdoor sales including KPIs setting and monitoring, team coaching, guidance, performance management to help them achieve targets
- Oversees the end-to-end sales process from prospecting to closing deals, ensuring timely and successful merchant onboarding
- Monitors and analyzes sales performance metrics, providing insights and recommendations to management to drive continuous improvement
- Analyzes market trends, competitive landscape, emerging digital technologies and Merchants' feedback to identify new features and opportunities for product development, enhancement, and innovation

Additional Requirements:

- PMP is a plus
- Proven track record of success in merchant partnerships, business development, and negotiation, preferably in the digital payments or fintech industry
- Proficiency in CRM software, data analysis tools, and Microsoft Office suite with high proficiency in PowerPoint presentations
- Strong understanding of merchant acquisition strategies and sales techniques
- Proficiency in English and Arabic; French is a plus

How to Apply:

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