

Sales Specialist – Ostaz

A leading premium private tutoring platform in the MENA region delivering personalized tutoring services

Location: Sen El Fil – Beirut, Lebanon

Major: degree in Business Administration, or any related field

Experience: 1 – 2 years of hands-on Sales or Telesales experience.

Major Responsibilities:

- Engage and follow up with potential leads to understand their needs and provide timely assistance.
- Employ customer-focused strategies to convert potential leads into active clients.
- Act as an educational consultant to be able to advise our students on their academic journey and match them with our tutors based on specific needs.
- Ensure swift and efficient service delivery to potential leads, addressing inquiries and guiding them through the sales process promptly.
- Build and maintain strong relationships with clients, understanding their needs and providing tailored solutions.
- Use excellent communication and negotiation skills to close deals and meet sales objectives.

Additional Requirements:

- Strong track record of achieving and exceeding sales targets
- Proficiency in conversational and written English. French is a plus
- Excellent communication and interpersonal skills
- Ability to work independently and collaboratively within a team
- Results-driven with a customer-centric mindset
- Proficient in CRM software and Microsoft Office Suite 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