

Sales Representative - Lebanon (F/M)

Company: **Geomatix**

Department: **Sales & Business Development**

Location: **Beirut, Lebanon**

Geomatix is looking for a Sales Representative to join our Team in Beirut. The successful candidate will be accountable for generating new sales, meeting the customer's needs, developing the market for Geomatix products and services, and exceeding revenue targets. The individual will execute a sales plan and ensure that the outcome is in alignment with objectives of the business as defined by the Management.

Background:

Geomatix is a Technology Integrator, Solutions Developer and Digital Maps Producer, targeting Government and Private Sectors to make their day-to-day work significantly more productive. Solutions are focused on both web & mobile applications, Geographic Information System (GIS), fleet management, public services and safety. Alternatively, Geomatix solutions may include customized software specific to the need of our customers.

Responsibilities:

- Visit clients to demonstrate use of our products, show samples and take orders. The successful candidate is expected to spend at least 50% of his working time outside the office.
- Planning and organizing a daily schedule of visits to potential customers by contacting people and making appointments.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual sales analysis.
- Develop and keep an up-to-date knowledge of own products and the products of their competitors.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, etc.
- Communicate with senior colleagues to determine the best methods of promoting products.
- Establish customers' needs and explain and demonstrate products to them, which may involve providing technical descriptions of products and how they may be used.
- Quote and negotiate prices and credit terms.
- Report on sales and provide feedback about the marketing of new or established products.

- Carry out formal presentations of products using videos and presentation slides, attend promotional markets and organize product displays.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks and participating in professional communities and groups.
- Plan and work towards meeting sales targets and budgets.
- Directly report to Business Development Manager.

Requirements and Skills:

- University degree or equivalent.
- Entrepreneurial, flexible, team oriented approach.
- Detail oriented, organized and self-starter.
- 2 years of proven sales experience.
- Ability to manage his time between office and extensive client's visits.
- Motivated, ambitious and committed to achieving success.
- Keeping abreast of technology (Smart phones, tablets, GPS, tracking, etc...)
- Strong computer skills (Windows environment, MS Office, etc...)
- Excellent written and oral communication skills.
- Fluent in written and spoken Arabic and English languages. French is an advantage.

Compensation

We offer an attractive compensation package with strong emphasis on success-driven elements and rewards based on the long-term success of the company.

Contact

If you believe you can contribute to the overall success of our company, please email us your CV in English language.



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We look forward to hearing from you soon!