

Account Manager – Tekram

A unique startup food delivery and discovery app that is inspired by the reputable Lebanese hospitality and generosity.

Location: North Area

Major: degree in Business Administration, Marketing, Mass Media and Communication, or any related field

Experience: 0- 2 years of experience

Major Responsibilities:

- Lead end-to-end management of restaurant partners—from onboarding to daily operations.
- Conduct in-depth business reviews to uncover new revenue opportunities and boost market share.
- Build and maintain strong, long-term relationships with partner restaurants.
- Provide exceptional service by resolving operational concerns and ensuring partner satisfaction.
- Keep partner menus and content fresh, accurate, and optimized for performance.
- Collaborate on pricing strategies, promotions, and service improvement plans.
- Analyze performance data to identify trends and actionable insights.
- Negotiate and renew commercial agreements with confidence.
- Maintain detailed records of sales activities and partner interactions.

Additional Requirements:

- Experience in account management, business development, or customer success is a plus.
- Customer-first mindset with a knack for solving problems efficiently.
- Analytical thinker who is comfortable with data and sales metrics.
- Adaptable and flexible, ready to pivot in a fast-moving environment.

How to Apply:

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