

Sales Agents and Sales Manager- Fidelity Insurance

Insurance company

Location: Amioun El koura

Major: Business Administration, Marketing, Management, Finance, or any related field

1- Sales Agents:

Experience: 3-5 years of experience in Sales

Major Responsibilities:

- Contact potential client and schedule appointments to recommend and negotiate appropriate policies, quotes, and coverage
- Grow and maintain business through negotiating plans that match clients' needs
- Create and grow relationships with key decision makers within the industry to increase client base and expand company's presence
- Analyze clients' current needs and suggest additions or changes
- Follow-up with clients to ensure the best service is delivered
- Manage your time and portfolio of clients.
- Be visible with clients

2- Sales Manager:

Experience: 5- 6 years of experience in sales management

Major Responsibilities:

- Recruit, train, and coach a team of sales consultants to achieve growth and hit sales targets
- Develop your own sales activities, including generating new business and building introducer relationships
- Serve as a brand ambassador, promoting a professional and process-based approach to insurance consultancy

How to Apply:

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