

## **Sales Manager**

*Real Estate and Hospitality*

Location: Hamra

Major: degree in Business Administration, Tourism and Hospitality Management, or any related field

Experience: 3-5 years of experience in real estate or hospitality

### Major Responsibilities:

- Lead, mentor, and motivate the sales team to achieve and exceed sales targets.
- Develop and implement effective sales strategies for real estate or hospitality services.
- Identify and pursue new business opportunities through networking, referrals, and industry events.
- Build and maintain strong relationships with clients, ensuring high levels of customer satisfaction.
- Conduct market research to identify trends, competitor activities, and potential areas for expansion.
- Negotiate and close deals while ensuring profitability and client satisfaction.
- Monitor sales performance; prepare reports, and present insights to senior management.
- Collaborate with marketing teams to develop promotional campaigns and materials.
- Represent the company at trade shows, exhibitions, and corporate events.

### How to Apply:

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