

Business Development Executive and Full Stack Developer- Softimpact

A web design, development and e-marketing company

Location: Jdeideh

1- Business Development Executive:

Major: degree in Business Administration, Marketing, Computer Science, or any related field

Experience: 2- 4 years of experience in business development, B2B sales, or client acquisition in the tech and digital sector

Major Responsibilities:

- Conduct market research to identify new trends, customer needs, and potential business opportunities to keep the business competitive and adaptive.
- Support Softimpact's expansion strategy in the Gulf and MENA regions by remotely identifying key markets and potential partners.
- Stay informed about industry changes, new technologies, or innovations that could affect the business.
- Build and maintain a strong pipeline of qualified leads using online research, networking, cold outreach, and digital tools (LinkedIn, email, CRM).
- Generate new business leads via calls, emails, or attending industry events.
- Prepare and write business proposals and offers tailored to client needs and aligned with company objectives.

Additional Requirements:

- Familiarity with CRMs (Cubix ERP/CRM or similar)
- Familiarity with digital prospecting tools (e.g., LinkedIn Sales Navigator)

2- Full Stack Developer:

Major: degree in Computer Science, Computer Engineering, or any related field.

Experience: 3-4 years of professional experience in full stack development

Major Responsibilities:

- Lead the design, development, and deployment of scalable web applications.
- Develop and maintain clean, efficient, and reusable code in C#, VB.NET, ASP.NET Framework, and ASP.NET Core.
- Implement frontend functionality using HTML, CSS, JavaScript, jQuery, also using Vue.JS. ReactJS Typescript is a plus.
- Design and optimize MS SQL Server databases, including stored procedures, functions, and triggers.
- Build and consume RESTful APIs using ADO.NET or Dapper

Additional Requirements:

- Strong command of ASP.NET Framework, ASP.NET Core, C#, and VB.NET.
- Hands-on experience with frontend technologies: HTML5, CSS3, JavaScript, jQuery, Vue.JS; ReactJS Typescript 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