

Outdoor Sales Representative- OMT

The OMT is an Online Money Transfer S.A.L. in 1998 as an Accredited Agent of Western Union in Lebanon

Location: Beirut – OMT Head office

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

Experience: 1-3 years of experience outdoor sales, market prospecting and clients

Major Responsibilities:

- Analyses the assigned geographical area and determines key locations for sales
- Researches sources for developing future customers and for determining their potential
- Builds and manages a strong relationship with retailers
- Supports retailers in driving sell-out
- Sells products including cards, lines and digital products and collects cash from the assigned market; prepares related invoices and delivers cash to Finance division with required receipts
- Gathers information and maintains knowledge on market competition and competitive sales factors
- Identifies uncovered retail outlets
- Establishes, develops and maintains business relationships with current and potential customers in the assigned area to generate new businesses, collects needed information
- Handles proper delivery and collection of legal documents and agreements related to department's sales and Telecom Operators
- Submits daily, weekly and monthly reports related to sales transactions, progress on goals/targets and status of prospective customers, suggests recommendations serving to increase sales profitability
- Performs other related duties as assigned

Additional Requirements:

- Eligible to drive a manual car
- Basic knowledge in using electronic tools and machines
- Experience in telecom, technology and services sales 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