

## **Sales Consultants (Telesales) - SmartSource**

*SmartSource is a Beirut-based business process outsourcing (BPO) and consulting firm that provides customized support and operational excellence to companies of all sizes across different industries*

Location: Ashrafieh, Lebanon (Outstanding candidates can transition to remote work)

Working Schedule and Shifts: Afternoon shift aligned with Canada's time zones / flexible shifts:

1<sup>st</sup> shift option: from 3:30 PM till 12:30 pm; 2<sup>nd</sup> shift option: from 4:00 PM till 1:00 pm; 3<sup>rd</sup> shift option: from 5:00 pm till 2:00 am

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

Experience: fresh graduates are accepted

Major Responsibilities:

- Conduct outbound calls to potential businesses
- Maintain accurate call notes and follow-ups in the CRM
- Work closely with team leaders to improve performance and conversion rates

Additional Requirements:

- Prior experience in telesales, outbound sales and call centers preferred but not mandatory - B2B experience is a strong plus
- Have excellent English or French communication skills (spoken and written) / Canadian, American, British or Australian accent is a plus

Salary and Compensation:

- Paid per hour: 4.5\$ - covering the full hours during the month (195 hours) it will sum up to 877\$
- Commission structure: 5% for every sale closed
- The first month will be considered a training period and will be compensated at a rate of \$2.7 per hour, amounting to \$526. Any sales closed during this period will still be eligible for a 5% commission.
- Fixed allowance of \$150 to cover either transportation or accommodation costs for the first three months

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