JOB AD SHOULD NOT CONTAIN ANY DISCRIMINATORY LANGUAGE RELEVANT TO GENDER (MALE/FEMALE), SOCIAL STATUS (MARRIED, SINGLE) AND/OR RELIGION

JOB VACANCY FORM

X Full-Time □ Part-time □ Summer-Job □ Internship

Job Title: Senior Business Development Officer
Reference Number: 080816-5

Company Description

Type: □ Local X Regional □ Multinational

Industrial Sector: Construction Services

Brief Firm Profile/ Description: The firm is the preferred third-party provider for geotechnical engineering, materials testing, and consulting, and is the Local Sponsoring Group for the American Concrete Institute (ACI)’s programs in the Middle East.

The first consulting firm in our field in the Middle East to obtain the ISO 9001, ISO 17025, ISO
14001 and OHSAS 18001 certifications, the firm is the recognized representative of IHS, ASTM, BSI, IEEE and many other global standards development organizations.

**Job Description**

**Brief Job Description:**
- To develop new business relationships, generate and negotiate new income for the company to an agreed annual target
- To present the company to potential clients through direct communication in face to face meetings, telephone calls and emails
- To be responsible for your own lead generation and appointment setting
- To actively and successfully manage the sales process: lead generation; credentials pitch; asking questions; solution pitch; negotiation; close; handover to the account management team
- To provide in-depth market, industry and competitive analysis and positioning
- To develop pricing and packaging strategies
- To work with the team to develop innovative marketing programs and show event campaigns
- To have a thorough understanding of clients marketing objectives including their Return On Investment (ROI) objectives

**Job Location(s):**
City: Jeddah  
Country: Saudi Arabia

**Degree:**
X Bachelor  
X Master  
X Doctoral Degree
□ Undergraduate Student/ Degree not Necessary  
□ Teaching Diploma

**Major/ Emphasis:** Business Administration, Civil Engineering, Construction Engineering, Engineering Management, and Executive Master of Business Administration

**Work Experience:** 1-3 years

**Skills:**
Languages Skills: X Arabic  
X English  
X French  
Other:
Computer Skills: MS Word
Other Skills:

**Salary**
Basic Salary Range (to be negotiated based on experience):
Other benefits include:
Working Days: Monday to Saturday

Working Hours: 8:00 a.m. - 5:00 p.m.

How to Apply

Interested candidates may send their resume and cover letter by email to: Dr. Maryam Ghandour (mg03@aub.edu.lb) specifying the reference number: 080816-5

If you wish to be removed from the mailing list of Career and Placement Service, Student Affairs, click on the following hyperlink: http://tinyurl.com/CPSunsubscribe and fill the necessary information.

ALL STUDENTS AND AUB GRADUATES SHOULD ATTACH THEIR UPDATED RESUME AND COVER LETTER WITH EVERY JOB APPLICATION; OTHERWISE, YOUR EMAIL WILL BE DISREGARDED.

For further information, please do not hesitate to contact:

Dr. Maryam Ghandour
American University of Beirut
Career and Placement Services
West Hall, Room 112 E
P.O. Box 11-0236 Riad El Solh
Beirut 1107 2020, Lebanon
Tel: +961 1 350000 Ext: 3172
Tel/Fax: +961 1 744 488
E-mail: mg03@aub.edu.lb
Website: http://www.aub.edu.lb/sao/cps/Pages/index.aspx

The job vacancies are for AUB students and alumni ONLY.

For part-time job opportunities, visit:
http://aub.edu.lb/sao/cps/vacancies/Pages/Part-timeJobs.aspx

For full-time job opportunities, visit:
http://aub.edu.lb/sao/cps/vacancies/Pages/divisions.aspx