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**JOB VACANCY FORM**

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

Job Title: Business Development-Account Executive

Application Deadline: June 15, 2014

Reference Number: 080514-7

Company Description

**TYPE:** □ Local  X Regional  □ Multinational

**INDUSTRIAL SECTOR:** IT Outsourcing services

**BRIEF FIRM PROFILE/DESCRIPTION:**

The company is a leader in the fields of IT Outsourcing (ITO). Bringing expert skill and experience to the IT arena, the company is a proven leader in the sector, serving a select regional and international clientele across the MENA region as well as Europe. We bring vast industry expertise to our comprehensive portfolio of professional services, making us as regional pioneer in delivering end-to-end services and solutions to the highest quality standards

**Job Description**

**BRIEF JOB DESCRIPTION:**

- Researches prospect clients to enrich and expand current database in Lebanon and outside Lebanon.
- Prepares offers and follow up with clients
- Assists in business development activities
- Handles presales activities
JOB LOCATION(S):
City: Beirut   Country: Lebanon

DEGREE:
XBachelor □ Master □ Doctoral Degree
□ Undergraduate Student/ Degree not Necessary □ Teaching Diploma

MAJOR/ EMPHASIS: Computer Science or Business Computer

WORK EXPERIENCE: min 5 years of experience in sales – IT Field

SKILLS:
Languages Skills: X English  XArabic  XFrench  Other:
Computer Skills:
Other Skills: Negotiation Skills, Organizational and Communication Skills, Ability to build sales strategies, ability to work on customer satisfaction metrics

Knowledge in MS Technologies

SALARY DEPENDS ON PROFILE
Basic Salary Range:
Other benefits include: Commission
□ Accommodation  X Health Insurance  □ Return Ticket  □ Bonus
□ Laptop  □ Mobile Phone  □ Children’s Education  X Transportation
X Lebanese NSSF  □ None

WORKING DAYS: 5 DAYS A WEEK

WORKING HOURS: 40 HOURS A WEEK

How to Apply
Interested candidates may send your resume by email to: Dr. Maryam Ghandour (mg03@aub.edu.lb) specifying the reference number: 080514-7

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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

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Tel: +961 1 350000 Ext: 3172
The job vacancies are for AUB students and alumni ONLY.