<table>
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<th>JOB VACANCY FORM</th>
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<td><strong>X Full-time</strong></td>
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**Job Title:** Business Development Manager  
**Application Deadline:** NA  
**Reference Number:** 190514-1

**Company Description**

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

**INDUSTRIAL SECTOR:** Medical

**BRIEF FIRM PROFILE/ DESCRIPTION:** We are a company specialized in providing health education e-solutions to the medical sector and Telecom Operators in the Arab world.

**Job Description**

**BRIEF JOB DESCRIPTION:**

1. Build and maintain strong partnerships with international and strategic health content providers
2. Prospect and develop relationships with new clients in the Arab region, set targets for sales and provide support that will continually improve the relationship
3. Follow up on business opportunities by analyzing market strategies, evaluate options and resolve internal priorities
4. Grow and retain existing accounts by presenting new solutions and services. Ensure client’s requirements are met and organize tasks within team.
5. Manage the full cycle of business development, from strategy to its implementation, incl. marketing, outreach and sales, leads generation, terms negotiation, contract execution and account management
6. Prepare proposals, business plans, roadmap, go-to-market strategies, and presentations and develop client marketing plans
Select and attend regional health exhibitions

**JOB LOCATION(S):**
City: Jdeideh  Country: Lebanon

**DEGREE:**
- [x] Bachelor
- [ ] Master
- [ ] Doctoral Degree
- [ ] Undergraduate Student/ Degree not Necessary
- [ ] Teaching Diploma

**MAJOR/ EMPHASIS:**
Degree in business, marketing

**WORK EXPERIENCE:**
1. Undergraduate degree in business, marketing or relevant field with 5-7 years of sales or marketing experience. Holder of an MBA is a plus
2. Experience in a relevant industry in health education and wellness is a plus
4. Ability to work in a fast-paced, high-productivity environment with tight deadlines
5. Project management skills
6. Must have a good understanding of marketing programs, the ability to identify regional health events, and basic knowledge of designing online solutions
7. Fluency in English and Arabic is a must
8. Holder of a second foreign passport is a plus

**SKILLS:**
- Languages Skills: [X] English  [X] Arabic  [ ] French  Other:
- Computer Skills: Microsoft Office
- Other Skills: Arabic language skills are a MUST.

**SALARY**
- Basic Salary Range: to be discussed
- Other benefits include:
  - [ ] Accommodation  [ ] Health Insurance  [ ] Return Ticket  [ ] Bonus
  - [ ] Laptop  [ ] Mobile Phone  [ ] Children’s Education  [ ] Transportation
  - [ ] Lebanese NSSF  [ ] None

**WORKING DAYS:** 5 days

**WORKING HOURS:** 8 HOURS / DAY

How to Apply
Interested candidates may send your resume by email to: Dr. Maryam Ghandour (mg03@aub.edu.lb) specifying the reference number: 190514-1
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 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.