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**JOB VACANCY FORM**

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**Job Title:** Brand Manager – Saudi Arabia

**Application Deadline:** 15th February 2014

**Reference Number:** 251113-11

**Company Description**

**TYPE:** Local □ Regional X Multinational

**INDUSTRIAL SECTOR:** Lighting Manufacturer

**BRIEF FIRM PROFILE/DESCRIPTION:** The firm was established in 1959 and today, with branches all over the world, is an international leader in the production of luminaires for indoor and outdoor architectural lighting. For more than three decades the company has striven to spread and promote the culture of light through training for designers, architects and operators. Innovative luminaires, designed by the very best international designers, energy savings, safety, added value for buildings, enhanced historical and cultural heritage, reduced light pollution: the firm offers all of this to architects and designers for their lighting creations, blending with and suitable for different architectures. Better Light for a better life. The firm is the “partner for better light” in the region: the company’s subsidiary and commercial hub offers a range of customer services including technical product information, design support and marketing services to 13 countries across the region. The firm luminaires are lighting some of the most prestigious settings in the world with thousands of projects over the globe and some of the most iconic ones in the Middle East, such as the Rolew Tower in Dubai, the Queen Alia International Airport in Amman, the Royal Opera House in Muscat, the State Mosque in Doha and numerous others.

**Job Description**

**BRIEF JOB DESCRIPTION:** Reporting directly to the Regional Director this is an external sales commercial and marketing role. Fundamentally responsible for a particular territory with the main aim of improving turnover and achieving an
agreed annual invoice sales target in that territory. Responsible for project and
customer management within the proposed territory. To build a strong project
backlog and manage each project to ensure results. To follow up on
International project and customer leads and report the information back to the
comp
any. A territory based role which will include monthly travel to other
countries as required with an expectation to prioritize travel time and trips
accordingly. To ensure appropriate technical and marketing support to the firm
distributing partners. To work in partnership with the local trading partners to
ensure that we have good cooperation and are maximizing opportunities by
using individual and a company strengths and resources appropriately. Daily
customer calls to local architects, engineers and designers in each region to
present product samples and marketing literature and to generally raise brand
awareness. Organizing appropriate marketing activities, seminars and customer
hospitality to build a strong customer database and relationships at all levels. A
requirement to have regular liaison with Dubai office, send weekly reports and
ensure one monthly visit to discuss strategy and operations.

JOB LOCATION(S):
City: Country: Saudi Arabia

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

MAJOR/ EMPHASIS: Marketing, Business administration, economics, advertising

WORK EXPERIENCE: N/A

SKILLS:
Languages Skills: X English X Arabic □ French Other:
Computer Skills:
Other Skills:

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

WORKING DAYS: SUNDAY-THURSDAY

WORKING HOURS: 9.00 – 18.00

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: 251113-11

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

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