

Job Vacancy: Sales Export  
Job Status: Full-Time  
Company: Rar Resin  
Location: Lebanon  
Website: [www.rarresin.com](http://www.rarresin.com)

Sales Export contributes to the sustainable international development of the company through the marketing of goods and services in overseas markets and the optimizing of purchases in the context of globalization. He will work very closely with CEO and will be significantly contributing to the growth of the overall business. The applicant must be 'very hands on'.

### **Main Responsibilities:**

- Plan and organize sales strategy, including potential for new products and services
- Market research (including competitors) and leads generation
- Manage export sales from winning new business to its delivery and after-care
- Creating and managing the full sales life-cycle. Qualify leads from enquiries and through cold calls, emails and marketing campaigns
- Presenting business cases for marketing activity to the business (i.e. trade shows, literature, etc.)
- Sound knowledge of profit and loss, exports, consolidations and logistics

### **Requirements:**

- BS/MS in Chemistry or Chemical Engineering
- Minimum 5 years successful proven track record in acquiring and growing international sales in B2B export markets
- Entrepreneurial and strong commercial acumen
- Culturally aware and sensitive to local traditions
- Excellent interpersonal skills
- Willing to travel and work outside normal hours (including travelling on weekends)

### **Adding Value to your application**

- Holder of non-Lebanese Passport