



Sales Manager – Displays & Signage Division

Description

Myriad International, s.a.l., an internationally-based company that designs and develops visualization solutions for a variety of selected professional markets: advertisement media & entertainment, infrastructure & utilities, traffic & transportation, defense & security, education & training and corporate AV.

Myriad is helping to grow career opportunities in the Middle East based in Beirut, Lebanon. Our sales team is looking for a Sales Manager for our LED Display and Signage division.

Job Description:

- Execute the sales-plan by promoting and selling goods and services to end customers and channel partners
- Realize personal sales targets by meeting end users, follow up on sales leads, collaborating with partners, making targeted cold calls
- Analyze the customer's needs and provide the appropriate value proposition in return
- Provide quotations in line with applicable pricing and other related commercial terms
- Actively help manage the channel partners in collaboration with the Vice President of Sales and General Manager
- Keep up-to-date records in the company's CRM system
- Ensure end customer and channel partner's expectations are met or exceeded
- Interface and provide regular sales forecast and reports, and feedback on marketing and products / services to sales management
- Prospect the assigned market for new business to maintain a funnel of sales opportunities correctly proportional to the sales target
- Monitor technology and market factors affecting the assigned market and provide market intelligence to sales and product management.

Duties and Responsibilities

- Responsible for all Myriad sales accounts in the assigned market or region.
- Responsible for meeting Myriad's market development and sales goals to ensure share of market and profitability of products and services.
- Develops, recommends then executes approved market development and sales activities including trade shows, demonstrations, and product promotions to ensure profit growth and market expansion.
- Researches, analyzes and monitors financial, technological, and demographic factors so that market opportunities may be capitalized on and the effects of competitive activity may be minimized.



- Prepares market development activity reports.
- Demonstrated ability to perform complex assignments on schedule with minimum supervision.
- Ability to develop creative and innovative solutions while working with minimal supervision.
- Excellent oral and written communication skills.
- International travel required.

Qualifications

Experience:

- 7+ years of proven sales experience in Visualization Solutions industry and related technologies
- Knowledge of end users and typical applications related to visualization and collaboration technologies
- Experienced manager of complex sales
- Prospecting opportunities in the assigned market and closing sales
- Communication skills; verbal, written and presentation
- Problem solving skills
- Knowledge of MS Word, MS Excel, MS Outlook, MS Powerpoint.

Education:

- Master degree (business, marketing, engineering) or equivalent combination of education and experience is beneficial

Alternately:

- Bachelor's degree (BA) from four-year College or university with minimum of four years related work experience or equivalent combination of education and experience.

Myriad offers a competitive rewards program including company provided health and welfare benefit plan as well as a vehicle compensation plan.