

Fintech B2B Sales Officer - Jeddah

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Company: Classera

Location: Saudi Arabia

Category: business-and-financial-operations

CPay Business Development Consultant : B2B Sales

Business Development Consultant: B2B Sales Consultant

Location: Jeddah

Work type: Onsite - Emaar Square

Responsibilities

Design and manage communications strategies focused on attracting, developing, and retaining CPay end-customers (Parents).

Setting online and offline marketing plan & implementation.

Lead sales activities with Existing Customers (schools) approaching end-customers (parents) to drive acquisition, development, and retention.

Leverage analytics capabilities to build innovative selling strategies to maximize the end-customer (parents) usage.

Content planning & writing for Social Media and Offline printouts.

Main contact for PSP & FinTech partners (follow up – closing – marketing).

Attending online & offline meetings with schools / parents.

Follow up with Internal teams and supporting functions.

Onboard, revise and test CPay campaigns for end-customers (Parents).

Conduct Classera offline & online events targeting end-customers (Parents).

All Soft Skills Are Applied

Sales Background.

Communication.

Negotiation.

Business Acumen.

Project Management.

Self-Motivation.

Critical Thinking.

Time Management.

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