



Ваш надежный помощник

Lead Generation Specialist

📍 Львов,

Компания: QA Madness

Рубрики: [IT, WEB](#)
[специалисты](#)

Пожелания к сотруднику

Образование: не имеет значения
Опыт работы: от года
График работы: полный рабочий день

Описание вакансии

Leading QA company QA Madness is looking for a smart and creative Lead Generation Specialist (Partly Remote) to join our team.

Required Skills:

- The B1-B2 level in English;
- Proficiency Microsoft Office (Word, Excel) and related word processing, spreadsheet, and database software;
- Experience in database management and research based on ICP;
- Disciplined, self-motivated, and able to work with minimal supervision.

Good to have:

- Experience with Hubspot;
- Experience with LinkedIn as a Sales tool;
- Experience with Leadfeeder, Expandi, Linked Helper, Phantom Buster, - - Snov.io or other tools for outreach automation;
- Experience with cold sequence creation and new sales channels research;
- Experience with LinkedIn & Email Campaigns launch;
- Experience on similar role in It-company 1+ year.

Duties and Responsibilities:

- Entering and updating data in CRM;
- Searching for qualified leads through conducting comprehensive marketing research;
- Searching of the qualified leads on different platforms;
- Collecting of leads' contacts for cold emailing;
- Working with Automated Tool for the lead generation;
- Engagement with insights on LinkedIn;
- Preparing reports.

We offer:

- Education and training in the domain;
- Competitive compensation and salary reviews;
- Excellent career opportunities;
- Mentoring;
- Democratic management style& friendly environment;
- Schedule flexibility and work-from-home options;
- Annual paid vacations (26 days) and paid sick leaves (12 days);
- Regular corporate events and team buildings;
- English classes;
- Medical insurance;
- Referral program;
- Tax compensation and accounting services.

*I give consent to the processing of my personal data uploaded via the form under the terms and conditions of QA Madness Privacy Policy (Processing of Candidates Personal Data).

Контактная информация

Контактное лицо: MarianaZabolotna

Сайт: <https://www.gamadness.com/>