



Ваш надійний помічник

## Lead generation manager, 5000 грн. + %

📍 Львів,

Компанія: Softbypro

Рубрики: [IT, WEB фахівці](#), [Торгівля, продажі, закупівлі](#), [Реклама, маркетинг, PR](#)

### Побажання до співробітника

Освіта:	не має значення
Досвід роботи:	не вимагається
Графік роботи:	вільний графік роботи

### Опис вакансії

The position of Lead Generation Manager could be creative and engaging. All you need for this is a desire to develop, learn, and vision of a perfect client for Softbypro.

Working with Softbypro is not only to be a part of our team but to be a part of the creative world full of challenges, opportunities, and innovative ideas. First of all, we are looking for a team player. Flexible and adaptive to new approaches. Positive thinking and the will to grow and learn is a must-have for us.

### Qualifications:

- Upper-intermediate and higher written and spoken English,
- Understanding of the market and the specific in IT,
- Good communication skills and a quick learner,
- Team player, self-driven person
- Ability to work with large amounts of information, attentive to details,
- Responsible and stress-resistant.

### Will be a plus:

- Lead Generation experience,
- Having some experience in IT Sales.

### Duties and responsibilities:

- Search for potential clients, according to the chosen ICP (ideal client portrait), using different sources and approaches,
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel,
- Provide information about the company and its services, dealing with customer objections, etc.,
- Manage data for new and prospective clients in CRM, ensuring all communications are logged, information is accurate, and keep updated performance data in the spreadsheets,
- Collaborate with sales team: organization of calls/meetings with potential clients in line with KPIs,
- Create new approaches, messages and discuss your ideas with the Team Lead,
- Produce an accurate weekly report to your Team Lead.

### Benefits and social package:

- Leisure activities — at Softbypro you will find different opportunities for socialising,
- Career and professional development opportunities: mentorship program, professional trainings, internal knowledge sharing,
- Access to the internal library,
- Round-the-clock access to the office,
- The ability to choose a work schedule based on two-three options,
- Relocation Package: if you are moving from another city to work with Softbypro, the company pays 2 weeks of staying at the hotel to your needs,
- Ability to resume services provision after the childbirth period.

## Контактна інформація

Телефон: +38 (095) 932-19-64  
Контактна особа: KseniaZadoroznya  
Сайт: <https://softbypro.com>  
Адреса: Кульпарківська 226а