



Ваш надійний помічник

Lead Generation Specialist

📍 Львів,

Компанія: QA Madness

Рубрики: [IT, WEB](#)
[фахівці](#)

Побажання до співробітника

Освіта:	не має значення
Досвід роботи:	від року
Графік роботи:	повний робочий день

Опис вакансії

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.

Контактна інформація

Контактна
особа: MarianaZabolotna

Сайт: <https://www.gamadness.com/>