



Ваш надійний помічник

Lead Generation, 45000 грн.

📍 Харків,

Компанія: Sloboda Studio

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

Побажання до співробітника

Освіта: не має значення
Досвід роботи: від двох років
Графік роботи: віддалена робота

Опис вакансії

At the moment we are looking for a Lead Generation Expert who will seek new business opportunities by developing relationships with potential customers.

Requirements:

- 2+ years of experience in IT lead generation;
- Experienced user of CRM systems like Hubspot, Pipedrive,
- Experienced user of software management tools like Trello, Rocketchat, Mattermost, Jira, Slack);
- Experienced user of automated instruments for sales lead qualification and scoring like Reply.io, Lemlist, Phantombuster, Dux soup, Snov.io, Hunter.io, Data miner, Insta data scraper, lead IQ;
- Upper-intermediate English level;
- Strong business acumen & writing skills.

Responsibilities

- Catch clients with fresh and original letters;
- Create and test new messaging to improve campaign performance;
- Build list of cold leads and increase sales opportunities (Lead generation through various channels like Crunchbase, Clutch);
- Collaborating with marketing and sales department, supporting Sales Teams with industry news and trends.;
- Highly effective, organized use of CRM;
- Gathering initial requirements from the customers;

What do we offer?

- Remote working from anywhere
- Access to innovative tools and knowledge
- Possibility to have an impact on a company's growth and development.
- A high growth, friendly and engaging work environment with potential for endless career opportunities
- Market competitive salary and benefits

We ask everyone who wants to join to provide sample letters and CV

Контактна інформація

Контактна особа: AlyonaZdorovtsova

Сайт: <https://sloboda-studio.com/>

Адреса: Харків, ВУЛИЦЯ РОСТОВСЬКА