



Lead Generation Specialist

📍 Харків, 🔄 4 березня 2025

Компанія: [Solid Software](https://jobs.ua/company/id/1594821) (<https://jobs.ua/company/id/1594821>) ([Всі вакансії](#))

Рубрики: [Реклама, маркетинг, PR](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: обов'язковий
Графік роботи: повний робочий день

Опис вакансії

Solid Software company is looking for a passionate individual interested in the role of **Lead Generation Specialist**.

Since early 2018 we've gained strong expertise in Flutter engineering. Now we're happy to increase our team with a new professional who understands how lead generation works to help our business attract and qualify more potential customers.

We're ready to utilize your skill set and our experience over the years to achieve greater and better results. You will be on the road to a successful career by diving into our friendly, fast-paced, and collaborative culture.

Looking forward to a successful journey with you, dear applicant.

Warmest welcome!

Why do we need you?

- Supporting lead-ready channels;
- Contacting and evaluating prospective customers;
- Maintaining and keeping records within a CRM;
- Data analysis and analysis of key indicators.

What are our expectations?

- Experience working as Lead generation specialist or in similar positions in IT (recruiter);
- English level: B1-B2;
- Good understanding of the IT market, and customer dynamics, completion of an IT course would be perfect;
- Strong understanding of lead generation tactics and best practices;
- Nice to be familiar with metrics (ROI);
- Strong written and verbal communication skills

Why Solid Software?

- We help Ukraine and support the Armed Forces thanks to non-stop work;
- Opportunity to grow and realize professional ambitions in IT sales;
- A wonderful team of enthusiasts and like-minded people;
- Flexible schedule and work-from-home opportunity;
- Compensation for professional events, English lessons, sports activities, and COVID-19 tests;

- MacBook Pro and great tech;
- Corporate parties and fun team-building activities soon;
- Anniversary presents;

- Decent compensation;

- Accounting support and juridical services;

- Lack of bureaucracy.

Professional growth:

- Onboarding program;
- Build a long-term Career Path with desired knowledge areas, training sessions, and work activities;

- Corporate library with best professional books (+ an ability to order a particular book if we miss it);

- Professional and constant feedback.

Join our team and play a key role in helping us achieve our growth and sales objectives. Look forward to meeting you and discussing it with you

Talk to you soon!

Контактна інформація

Контактна особа: YanaMandziuk

Сайт: <https://solid.software/>