

Kompetenz
in Personal



Ronsdorf - Personal & Business

Ronsdorf - Personal & Business vermittelt die gesuchten Mitarbeiter direkt für eine Anstellung im Unternehmen, für die Bewerber ist die Vermittlung kostenlos.

Für unseren Kunden suchen wir zur Verstärkung des Teams im Standort **Cork City, Irland**, mehrere

Lead Generation Specialist (m/f)

Job Profile

The Lead Generation's primary accountability is to identify, generate and qualify leads whilst assigning prospective customers to the appropriate Sales Reps/ Sales Manager. This role is also accountable to conduct both customer and industry research and track/ report on progress of lead calls, consistently develop campaign knowledge whilst developing new and existing relationships with partners and resellers.

Responsibilities

- 100 plus a day dial expectation whilst identifying, developing and qualifying opportunities
- Profiling, prospecting and booking sales presentations
- Drive demand through the assigned territory through focused telephone campaigns
- Deliver Quest's value proposition
- Meet and exceed daily & monthly sales call quota
- Receive and answer prospective customers' sales inquiries
- Actively promote the services and products offered to our target market

Skills and Experience

- Must have prior experience in lead generation position
- Strong planning, organisational, and attention to detail skills
- Solution selling experience
- Excellent team, communication and telephone skills
- High tolerance for stress.
- Dynamic, self-motivated positive individual
- High energy level and strength in driving new sales
- Consistent sales performance in meeting and exceeding sales call quotas
- Driven, eager and willing to give 150% of their energy and time
- Experience in the Data Protection market is preferred although not essential

Sie finden sich in der Beschreibung wieder? Dann senden Sie uns bitte Ihre aussagekräftigen Bewerbungsunterlagen, inkl. Lebenslauf und Zeugnissen an:

doering@personalagentur-dresden.de

Für Rückfragen steht Ihnen Frau Döring gern unter der Telefonnummer +49 (0) 351 42644590 zur Verfügung.