



leadec

My mission. My team: Leadec.

For our **Head Office in Coventry**, we are seeking a:

B2B Lead Generator (m/f/d)

Your mission:

- Highly motivated and ambitious outbound sales professional to work in a B2B sales environment researching the market to identify companies that match our target customer base.
- Phoning B2B prospect clients, decision makers to promote Leadec's product and services. Qualify and arrange meeting for sales team.
- Ensure that CRM system (SalesForce) is up to date and support the sales team with the administration of the system.
- Responsible for the office administration within the Sales department and supporting the team as required.
- Support the creation, design and execution of marketing campaigns, newsletters, e-shots etc.

Your Profile:

- **Training and qualifications:** Experience as an outbound B2B Lead Generator or other sales/customer service role.
- **Experience:** Experience in new business development and existing business growth and a proven track record of successfully meeting sales targets, preferably over the phone.
- **Expertise:** Excellent IT skills with a strong ability in Microsoft Word, Excel, Outlook and PowerPoint.
- **Demonstrable skills:** Experience of CRM systems (ideally Salesforce) and working within a manufacturing or other B2B service sector
- **Personal attributes:** Proven negotiating skills, excellent verbal and written communication skills and have a positive and determined approach.
- **Languages:** Very good knowledge and command of English

What we offer:

- Market Leading Salary
- Discretionary Bonus
- Excellent Pension scheme
- Life assurance
- 33 days leave (inclusive of bank holidays)

About Leadec

As service specialist to the manufacturing industries, we put our heart and soul into what we do. Our customers have been relying on us for almost 60 years now. Our expertise revolves around the factory of today and tomorrow: We plan, simulate, automate, install and commission. With our maintenance, technical cleaning, facility management and logistics services, we ensure in the background that our customers' production runs optimally. And how do we do that? We're people who get things done, problem solvers, allrounders and we're great at dealing with emergencies where necessary. But above all, we're here to help.

If you would like to register your interest in this position, please send your CV to:

Thoman Doua
Recruitment Co-ordinator
Thoman.Doua@leadec-services.com

Leadec Limited

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