

# Colombia Jobs Expertini®

## Lead Generation Specialist

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Company: Phoenix Support Services

Location: Usaquen

Category: management

Advanced Digital Media Services (ADMS) is a full-service digital marketing company in Florida and Colorado, United States. We engage and delight our customers in the U.S. through years of industry expertise. At ADMS, client relationships are our top priority. To succeed in this position, candidates should have exceptional communication, organizational, and problem-solving skills. You should be resourceful, proactive, adaptable, and agile with the ability to build rapport with clients. Job description Application Letter (Required) Along with your CV, kindly submit a short application letter at [athr@advdms.com](mailto:athr@advdms.com) providing our Recruitment Team a snapshot of why you are qualified for this specific role and answering the following questions: How do you keep yourself updated with the latest trends in the sales industry? Please specify your salary expectation Share the link of your 2-3 minute video/audio recording answering why you are fitted for the role The Lead Generation Specialist works as part of the Business Development Team and reports to the Team Manager. S/he handles administrative duties and assists the business development team in gaining and keeping customers. Specifically, they are responsible for the following: Duties and Responsibilities Reach out to current clients and secure Google reviews. Call, and reach out through Facebook to successful business owners in our industry and ask them to appear on our podcast. Research and call tradeshow and conduct all the initial research. Research and help us conduct successful webinars to Business Owners in our industry. Be in charge of the marketing for our Dream 100 client list. This position requires a high degree of consistent follow up with potential clients. Building relationships overtime. Qualifications The ability to communicate effectively with stakeholders in the United States, and be able to create a

relationship Graduate of any Bachelor's Degree, preferably in Marketing, Business Administration/Operations, and the like At least 3-year experience in any Sales Support position Adept in research Proficient in English: Verbal and Written At least 3-year experience in customer service for U.S., U.K. or Australian accounts Extremely detail oriented You will be responsible for helping create an implement our lead follow up system Proficient in spreadsheets and data entry Work Conditions Willing to work in MST time zones Must have a conducive work area PC requirements: at least Intel i3 processor or the like Must have wired USB headset with noise cancellation feature Preferably with dual-monitor setup Why We Are a Great Place to Work At We at Advanced Digital Media Services champion career development by upskilling, conducting annual performance reviews and sustaining employee engagement, among many others. Our continued growth is impossible without our exceptional employees. To learn more about what we do and how to donate, please follow the below links: <https://advdms.com/give-back/> Please note that only applicants who followed the instruction and shortlisted applicants will be contacted. Link of your 1-3 minutes audio/video recording why you are fitted for the role

1-3 years

Cold Calling , Lead Generation, Podcast Marketing

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