

Colombia Jobs Expertini®

Virtual Assistant (Marketing Assistant, List Scrubber and Cold Caller)

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Company: INFORTECH

Location: Colombia

Category: other-general

Infotech Corporation is a leading technology solutions provider dedicated to empowering businesses with innovative IT solutions. We specialize in delivering cutting-edge technology services and products to help our clients achieve their goals. As we continue to expand, we are looking for dynamic individuals to join our team and contribute to our growth.

Job Description:

We are seeking a motivated and detail-oriented List Scrubber and Cold Caller to join our sales and marketing team. In this role, you will play a crucial part in researching, cleaning, and verifying potential leads from the raw list and initiating outbound calls to verify the target customer's information.

The Role

Key Responsibilities:

List Scrubbing: Using LinkedIn, Website, BuzzFile, and other tools to verify the accuracy of contacts in our raw marketing lists.

Active Verification: Make outbound cold calls to prospects in the scrubbed list to verify customers' and their decision makers' information.

Maintain Database: Maintain accurate records of verified targets and call activity in our CRM system.

Other Activities: Perform other marketing-related administrative tasks, working with Canwa, Apollo, Contact Science, etc.

Performance: Meet and exceed weekly and monthly scrubbing and call quotas.

Ideal Profile

Qualifications:

Bachelor's degree preferred.

Proven experience in list scrubbing, data cleaning, or a similar role.

Strong communication in American English and good interpersonal skills.

Excellent telephone etiquette and active listening skills.

Ability to work independently and as part of a team.

Goal-oriented with a drive to achieve targets.

Familiarity with CRM software is a plus.

Previous experience in cold calling or telemarketing is an advantage.

Benefits:

Competitive salary and commission structure.

Comprehensive training and ongoing professional development.

Opportunities for career advancement within Infortech Corporation.

A dynamic and collaborative work environment.

What's on Offer?

A role that offers a breadth of learning opportunities

Fantastic work culture

Attractive Salary & Benefits

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