

Work from Home Set Your Own Hours

Lead Generation Specialists

Position Type: Flexible Hours/Contract (20-40 hours per week)
Compensation: \$15-\$24 per hour based on skills and performance
Location: Home based – anywhere in Canada or USA

Responsibilities

- Business-to-Business lead generation and sales prospecting
- Cold calling, gathering sales intelligence, handling objections
- Re-qualifying leads from trade shows, events, mailers, other activities
- Appointment setting
- Calling mid-large size organizations on behalf of our clients

Required Skills & Experience

- Self-motivated, goal oriented, and dependable
- Able to work independently at home with remote supervision
- Excellent telephone and written communication skills, attention to detail
- Professional upbeat telephone voice, strong probing skills, persistence
- Able to engage management decision makers and influencers at any level
- Inside sales or customer service experience in a business-to-business environment
- Proven track record in cold calling, sales prospecting and appointment setting
- Understand organizational structures and decision making processes

Other Requirements

- Understand the sales process and able to work to targets
- Able to take direction and incorporate feedback into work
- Basic understanding of IT infrastructure and industry terms is an asset but not required
- Field sales, recruiting or marketing experience is a plus
- Basic computer skills in MS Word, Excel, email and use of the Internet
- Home office with a computer, MS Office, email and Internet access

Rewards

- Stop commuting, work from home and set your own hours
- Attractive compensation with increases based on skills and performance not tenure
- Variety of projects for blue chip clients, dynamic, fast paced and exciting environment

Visit our website www.tacticalsales.com & submit your resume to astrid@tacticalsales.com