

Sales Lead Generator

LOCATION

- Bethesda, MD

DESCRIPTION

- We are looking for a talented Sales Lead Generator who thrives in a quick sales-based environment, loves the challenge of discovering new clients and is extremely savvy on the computer/internet. The successful candidate will play a fundamental role in achieving our customer acquisition and revenue growth objectives. You must be comfortable conducting procurement research on the computer, making phone calls, generating interest, qualifying prospects, and working with our sales team.

RESPONSIBILITIES

- Research and identify potential leads through various channels, including online research, social media, and networking events
- Contact and qualify leads through phone calls, emails, and other communication methods
- Develop and maintain a database of leads and prospects in Salesforce.
- Collaborate with sales and marketing teams to develop effective lead generation strategies
- Analyze and report on lead generation metrics to track progress and identify areas for improvement
- Stay up-to-date with industry trends and best practices for lead generation
- Provide exceptional customer service to prospects and clients
- Manage and prioritize multiple tasks and projects to meet deadlines
- Attend industry events and conferences to network and generate leads

QUALIFICATIONS

- Experience in lead generation and sales, 3+ years preferred
- Excellent communication and interpersonal skills
- Ability to work independently and as part of a team
- Strong organizational and time management skills
- Proficiency in using lead generation tools and software
- Experience in developing and implementing lead generation strategies
- Knowledge of digital marketing and social media platforms
- Ability to analyze data and make data-driven decisions

BENEFITS

- Top pay & stability
- Paid holidays (7)
- PTO plan (personal time off)
- Medical, dental, life & disability insurance
- 401(k) retirement plan
- Performance bonuses
- Educational assistance program

ABOUT

- With over 30 years of experience, ReAgg is proud to be a leader and pioneer in the aggregate, construction and transportation industries with a strong reputation for providing quality construction materials and consistent, reliable service our customers can count on.
- To find out more, visit our website at www.reagg.com.

APPLY

- To apply, please send your resume to employment@reagg.com.
- For immediate consideration, please visit our [Career Page](#) to complete an application.

We look forward to hearing from you!