

RECRUITING 'ROUND ROCHESTER



A weekly Job Fair dedicated to connecting local businesses with great talent!

JOB DESCRIPTION

HP Lead Generation Representative



OVERVIEW: A great opportunity for insides sales professionals with variable earning potential on top of a base salary. You will be responsible for making outbound calls to technology professionals (IT, IS) in order to generate lead opportunities for a leading technology company. In addition, you will be responsible for validating and/or updating our database with pertinent prospect information, and qualifying prospects who have requested further information and/or responded to marketing programs.

JOB RESPONSIBILITIES:

- Place calls into targeted prospect accounts
- Technically profile prospect calls as directed
- Meet or exceed minimum requirements for the lead generation process and results measurements based on targeted KPI's in order to ensure activity is sufficient to drive results
- Meet or exceed client requirements for leads generated on a daily basis
- Peer Monitoring / Mentoring.
- Participate in team meetings
- Assist management in activities and projects as required

JOB REQUIREMENTS:

- BS Degree or equivalent or equivalent combination of education and experience.
- Must have demonstrated skills and success in B2B outbound Enterprise lead generation and demonstrate a technical aptitude
- Must be able to work a flexible schedule Monday through Friday, 8:30am to 8:30pm if needed
- Must be proficient with Microsoft Office products and Internet Explorer.
- Must be able to multi-task in a fast-paced environment.
- Must have a positive telephone personality, along with strong communication, listening and problem solving skills.
- Strong verbal & writing skills

What we Offer:

- A rapidly growing company with significant career growth opportunities
- A culture committed to teamwork and continuous improvement
- An attractive compensation package including medical, dental; PTO, paid holidays.

Company Description:

A wholly owned subsidiary of SYNEX Corporation (NYSE: SNX), Concentrix is a leader in high-value global business services. It partners with its clients to deliver end-to-end customer engagement services, technology innovations, analytics, process optimization, and business improvements. The global business services firm transforms the customer experience, and streamlines front and back office and industry-specific processes to provide the highest value from every customer interaction. Based in 24 countries with a staff of more than 54,000 who speak 40+ languages, Concentrix offers industry expertise in 10 industries: Banking & Financial Services, Healthcare & Pharmaceutical, Insurance, Technology, Consumer Electronics, Retail & e-Commerce, Government & Public Sector, Media & Communications, Automotive and Travel, Transportation & Tourism.

