

# Lead Generator

## Company introduction:

Comprod Inc. is an industry leader in the designing and manufacturing of RF Antennas, Filtering Systems and In-Building solutions. Our knowledge of the market, best-in-class technology and high level of customer service has made us the preferred partner of choice for 1,000 Public Safety, Utility, Telco, Transportation, Defense and Government Agencies worldwide. For forty years, the company has maintained a reputation of leadership in understanding the market evolution of RF communications and listening to our customers' needs.

## Job Description:

We are looking for a dynamic and highly-motivated professional to help us identify new business opportunities to exponentially grow our sales. The ideal candidate is someone who is comfortable making a lot of calls per day for potential clients, driving leads and passing them along to the Sales representatives. This position requires multi-tasking and great customer service skills to ensure customer satisfaction.

## Job Responsibilities:

- Turn leads into profitable sales (minimum of 2 leads per day)
- Build sales strategies together with Sales representatives and Marketing specialist.
- Make between 50-80 calls per day (list will be provided)
- Be a Comprod ambassador

## Job Requirements:

- Post-secondary education preferred and B2B experience desired
- Minimum 1+ years of experience cold calling or prospecting (call center experience is an asset)
- Ability to document customer information using the existing database (ACT)

## Skills Required:

- Dynamic and outgoing personality
- Bilingual English/French (Preference will be given to English speaking candidates)
- Proficiency with commonly used software (Word, Excel, PowerPoint, Microsoft NAV)
- Customer service approach
- Comfortable with Social Media channels for prospecting

Full-time position, competitive base salary, health insurance

