

Lead Generation Executive/Bidder

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Company: Bytologics

Location: Saddar Town

Category: other-general

Lead Generation Executive/Bidder Bytologics, Pakistan Research and target prospects using a variety of online techniques for UK, USA, Australia, Canada & UAE on daily basis. Producing qualified prospects by following up on leads from various marketing programs, or conducting outbound, proactive calling to target accounts or markets. Maintaining strong knowledge of the organization's products and/or services, and build interest by understanding the needs of the customer and offering appropriate solutions. You may assist in the development of lead nurture programs and customer content strategies. On a daily basis, track prospects - identify decision makers, timelines, hot-buttons, and specific qualifications and enter data accurately and consistently into the company's CRM. Bidding on Freelance portals on daily basis and acquiring projects. Performing complex tasks and completes assignments with little or no assistance. Working under limited supervision with latitude for independent judgement. Research and target prospects using a variety of online techniques for UK, USA, Australia, Canada & UAE on daily basis. Producing qualified prospects by following up on leads from various marketing programs, or conducting outbound, proactive calling to target accounts or markets. Maintaining strong knowledge of the organization's products and/or services, and build interest by understanding the needs of the customer and offering appropriate solutions. You may assist in the development of lead nurture programs and customer content strategies. On a daily basis, track prospects - identify decision makers, timelines, hot-buttons, and specific qualifications and enter data accurately and consistently into the company's CRM. Bidding on Freelance portals on daily basis and acquiring projects through GURU, FREELANCER, UPWORKGURU, FREELANCER, UPWORK. Performing

complex tasks and completes assignments with little or no assistance Working under limited supervision with latitude for independent judgement Job Specification Knowledge of Web development and Digital Marketing ADVANCED ENGLISH LANGUAGE SKILLS Dedication and a passionate attitude Sales experience is preferable Knowledge and experience of bidding on freelance portal GURU, FREELANCER, UPWORK Information Technology and Services - Karachi, Pakistan

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