

Lead Manager

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Company: Silverdale

Location: , , Pakistan

Category: other-general

We are seeking a Lead Manager to join our team, and contribute to the growth of Silverdale. The Lead Manager is responsible for managing all leads in the CRM database, engaging new clients through daily calls, and moving the prospective client to the next stage in the sales process. You will be expected to calls daily, identify key stakeholders, engage in conversation about the product value and benefits of of working with Silverdale, set and attain monthly appointment goals, and achieving daily call quotas. As a Lead Manager you will become knowledgeable about all Silverdale products and be able to discuss and offer guidance to new clients on the best solutions for their needs.

RESPONSIBILITIES

- Contact lead through phone calls to discuss needs
- Schedule appointments for initial sales calls
- Bethe expert on Silverdale and Silverdale products
- Maintain up to date information on leads and pipeline
- Engage with key stakeholders to set initial appointment
- Participate in daily and weekly meetings with the Sales Director and sales team
- Embrace and work within Silverdale processes and culture

DESIRED SKILLS AND EXPERIENCE

- Call center experience
- Software knowledge is an advantage
- Odoos sales experience or knowledge is an advantage
- Well spoken and proficient in English writing

Personal Attributes: Ethical, Credible, Competitive, Professional, Persistent, Able to multi-task, Comfortable interacting with clients and senior leadership, Able to initiate phone calls and conversation easily. You will be required to engage with leads on the phone daily. Follow up with interested leads. Set initial appointments for sales conversations. Meet daily call quotas. Meet or exceed monthly appointment targets. You will be signing a Bond for 2 Years at least, which is renewable as and when required. As the majority of clients are in the US, you will be

required to work on US hours.WHO WE ARESilverdale Tech is a privately held global process and technology company. With our Head Office based in the USA, we provide business process consulting and technology services through the Odoo ERP platform. We are driven by our mission statement to connect people and processes through great technology.WHY JOIN THE SILVERDALE TECH TEAMWe are as fanatical about our Silverdale Tech family as we are our Clients. We are a team in every sense of the word. Everyone here is approachable and excited to pitch in and help. We work hard and play hard. The right candidate is easy to get along with, always willing to lend a hand, excited about coming to work, and happy to contribute to the team.

#J-18808-Ljbffr

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