

Lead Generation Executive – I Am Here

Reference number: LG IRE_2022

Location: Remote (Ireland)

Why apply for this role

Want to work with an award-winning, purposeful, mental health and wellbeing-focused, global top-10 learning solutions provider?

Want to be part of a team that changes beliefs, behaviors, and cultures within our Client organizations and the wider community?

Want to be part of a team that designs, develops, and delivers best-in-class, evidence-based mental health and wellbeing solutions for our Clients?

Want to be part of a culture where **it's ok not to feel ok; and it's absolutely ok to ask for help?**

Are you looking to join an organization where personal and professional growth is as important to us as it is to you?

Then maybe **PulseLearning**, the leader in behavioral change through learning, is the place for you!

Company background

In 2019, **PulseLearning** launched **I Am Here** to gift people with the courage, confidence, and skills to safely signpost others to help and support when needed. **I Am Here** is focused on changing beliefs and behaviors about mental health and wellbeing in the workplace and the wider community. The **I Am Here** community now has 850,000 members across four continents and is the fastest-growing mental health and wellbeing movement in the world.

Headquartered in Ireland, we embrace diversity and have teams in the US, Canada, Europe, Australia, and New Zealand. **PulseLearning** provides an environment of acceptance and inclusion. We embrace diverse thinking and are always looking for smarter ways to work. We value each other immensely and truly believe in the value of our products and services in creating positive change.

Role description

PulseLearning is seeking a talented Lead Generation Executive within the I Am Here Team who is able to strategize and implement tactics that attract new business accounts. You will coordinate with marketing to reach out to potential Clients and engage them through powerful content and marketing collateral.

The right candidate should have at least 3+ years' experience in finding and attracting new business through proven lead generation tactics implemented daily.

You should have a strong understanding of LinkedIn and Sales Navigator (among other tools) to discover, interact with, and engage Clients.

Role responsibilities

- Identifying strong potential prospects using initiative and creativity to generate outbound lead opportunities
- Managing, nurturing, and converting inbound leads into sales opportunities
- Working closely with the Sales Lead to ensure leads are generated within a focused business sector and meeting targets on a weekly basis

- Qualifying prospects and initiating engagement through telephone and email communication
- Tracking all results and creating a clear reporting system for management
- Ensuring new monthly business goals are met (example of KPIs: number of pre-leads, leads, number of qualified leads)
- Developing a strong knowledge of **I Am Here** to facilitate the sales process
- Completing administrative and sales documentation responsibilities as required, including maintaining and updating the CRM with accurate activity and opportunity

What you bring to the role

- You have a minimum of 3 years' experience in B2B lead generation.
- You have strong experience of growing business through outbound lead generation and sales conversion.
- You have a high-energy personality with an infectious positive attitude.
- You appreciate the small wins that build and maintain momentum behind the sales process.
- You love phoning people, meeting people, and looking at creative ways to engage with contacts, pre-leads, and leads.
- You are someone who excels in a dynamic, results-driven environment.
- You are persistent, resilient, and absolutely sales focused, with a track record of consistently delivering on expectations for growth and profitability.
- You are deeply curious by nature, seeking greater understanding of the true problem at hand and innovating to create the right solution to that problem.
- You bring an established network of contacts.
- You are independent with a start-up mentality.
- You know when to ask for support.
- You love contributing to the growth of a purposeful company and the importance of your role within that.
- You are in sell mode even when you are not in work and are humble.
- You naturally use the skills of Compassion, Listening, Empathy, Acceptance, and Real.

Benefits of working at PulseLearning

Because **PulseLearning** hires the best people, we work hard to provide benefits that make their lives better. We offer a comprehensive compensation package that includes:

- A competitive salary with generous vacation time
- Flexible working hours
- Remote working
- Access to the **I Am Here** mental health and wellbeing movement

Employment type: Full-time

Travel: To be Determined, possibly to Client sites

Start date: May 30, 2022

How to apply

Before communicating your interest in this position, please self-register for the **I Am Here** program and complete the courseware at: <https://demo.iamheretribe.com/>

To apply: After completing the courseware, please email your résumé and cover letter to recruit@PulseLearning.com. Please include the **job title** and **reference number** in the subject line of your email. Thank you.

We look forward to hearing from you!