CloudEmployee

JOB SPECIFICATION

Lead Generation Team Leader

Lead Generation Team Leader

Cloud Employee is a fast-growing UK-managed offshore recruitment and staffing company in the Philippines. We connect some of the best tech companies based in Europe, the US, and Australia to our pool of expert software developers in the country.

We are currently seeking a hardworking Lead Generation Team Lead for a non-voice based role to join our energetic Lead Generation team. This is an excellent opportunity to join a dynamic work environment and enjoy a number of benefits and perks which include, but are not limited to, medical and dental plans, training allowances, and free food, as well as fun monthly activities that bring employees together.

Fueled by our aim to successfully bridge the skills gap, we focus highly on the welfare and development of our employees. We actively invest in training programs as well as office perks and activities that bring employees together and help them reach their full potential. We're all about making our offices a world-class environment to work in.

The Position

The role of the Lead Generation Team Lead is to lead and manage the Lead Generation team in delivering results for various projects.

Reporting to the Marketing Manager, the successful Lead Generation Team Leader will be tasked to:

- Manage and lead the Lead Generation team.
- Be the point person from the Lead Generation team for all tasks concerning the team.
- Communicate and work closely with the Marketing team and Sales team.
- Ensure that all tasks of the lead generation team are done accordingly.
- Make sure that all the lead generation team members are aligned, motivated, and engaged.
- Manage task allocation among the members of the lead generation team.
- Come up with the strategies for the improvement of the lead generation process.
- Manage the lead generation team interns.
- Prepare daily, weekly, and monthly monitoring reports on targets.
- Ensure that the Hubspot CRM database is well-maintained and are backed up regularly.
- Train new hires.

Candidate Requirements

- A Bachelor's/College Degree in Business Administration or any related course
- At least 3 years of experience in a similar job
- An ability to multitask and perform under tight deadlines
- Strong verbal and written communication skills in English
- Strong time-management and organisational skills
- Strong professionalism and collaboration skills
- At least 1 year of experience in leading/managing a team

Salary, Bonus, and Benefits Packages

A competitive salary package

An annual salary increase, as laid out in contract

Benefits package include HMO, training allowance, gym or food allowance, educational assistance for dependent, and more

Company trips

Free food and drinks provided in the office

See what it's like working at Cloud Employee. Watch the video ***here***.

Do you think you are ready for the challenge? **Apply Now!**