



ALTITUDE
CONSEIL

Lead generation permanent part time position

Our firm

At Altitude Consulting we provide a wide range of integrated B2B sales and marketing services, from business strategies to the deployment of strategies and effective tools in the field. For additional information, please consult our web site at www.altitudeconseil.ca

Our client

Based in Montreal, our client, is a translation company doing mainly English to French translations.

They have been in business for more than 40 years

They are catering to global, national and regional clients

They have long term clients and they have strong human and family values

The position

Permanent part-time position – one day a week: can be broken down into 2*1/2 days.

Work would be performed remotely: no need to go to the office – Teams meetings will suffice, when necessary

Robust and sophisticated system put in place over the past 7 years

Main responsibilities

Under the supervision of the business development manager, the individual will be responsible for generating new business through systematic lead generation techniques including:

- Researching potential clients to identify key contact

- Initiating calls, in English and French, to identify and/or connect with the right contact

- Introducing the company and understanding the prospect buying process and requirements including contractual agreements, etc.

- Identifying opportunities to prequalify our client and ultimately be invited to bid through timely follow ups

- Participating in the negotiation process

- Acquiring new business

Ideal Profile

Fluently bilingual: English and French

Strong researching abilities

Strong communication skills

Well educated, a university degree a plus

Well organized

Above average knowledge of Excel

Self motivated

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altitudeconseil.ca

Marketing générateur de ventes.



Conditions:

Independent contractor

Above average conditions

Flexibility

Initial training will be provided and support will be provided all along by a senior member of the team

Opportunity to be involved in other projects, if desired

If this challenge is of interest to you, please send your resume to Georges Poulin, Partner, at georges.poulin@altitudeconseil.ca . Only qualified applicants will be contacted