



Lead Generation Specialist

8.18 Consulting is looking for a **Lead Generation Specialist** on behalf of **Stamina Sales and Outsourcing**. Stamina is dedicated to optimizing businesses through trainings, services, and outsourcing. As an official partner of Pipedrive CRM, Stamina helps companies enhance their sales processes. In this role, you will be responsible for identifying, researching, and qualifying potential business leads to drive sales growth. You will work closely with the sales and marketing teams to ensure a steady pipeline of high-quality leads.

Responsibilities:

- Conduct market research to identify potential clients and target industries
- Generate and qualify leads through various channels, including LinkedIn, email outreach, and online research
- Develop and implement lead generation strategies to support business objectives
- Maintain and update lead data in CRM systems
- Collaborate with the sales team to ensure a seamless lead handover process

Requirements:

- Bachelor's degree in Business, Marketing, or a related field
- Proven experience in lead generation, sales, or business development
- Strong understanding of CRM solutions and lead management tools
- Proficiency in English (both written and spoken)

To apply, send your CV to 818specialedition@gmail.com