

Lead Gen Consultant (SDR) - COMMISSION ONLY | REMOTE

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Company: Virtual Manager 365

Location: India

Category: other-general

PLEASE READ THE JOB DESCRIPTION THOROUGHLY BEFORE YOU APPLY FOR THE

JOBNOTE : This is a COMMISSION-ONLY ROLE and DOES NOT INCLUDE ANY FIXED SALARY AT LEAST FOR THE FIRST 3 MONTHS. PLEASE DO NOT APPLY IF THIS

DOESN'T WORK FOR YOU!Who You Are?You are an energetic self-starter who can identify influencers and key decision-makers within accounts. You will discover qualified

opportunities by reaching out to prospects to build rapport and establish long-term

relationships.Responsibilities :Drive top-of-the-funnel lead generation for the Sales

TeamSchedule prospect appointments for the Sales TeamConsistent daily prospect outreach

via high-volume cold callingFollow-up with prospectsUpdate and manage all lead

activitiesConsistently achieve a monthly quota of qualified opportunitiesQualifications :At

least 2+ Years experience in Sales Development or Lead Generation role in the North

American / APAC / EMEA regionAt least 1 Year of experience in Lead Generation or Sales

role in the IT products/services / SaaS industriesAt least 1 Year of experience in Cold Calling

/ Outbound SalesExcellent communication and interpersonal skills, with the ability to build

rapport with prospectsStrong phone presence and experience with high outbound call and

email volume is a mustExperience using CRM (Salesforce / HubSpot / Zoho / etc.)

software to manage leads and update sales pipelineA self-starter who can work

independently and manage their workload to meet targetsExperience with lead generation tools

such as LinkedIn Sales Navigator, Lusha, or similar toolsWork Style :North American Pacific

hours5-Days a week and weekends offWhat's in it for you :Lucrative commission structure on

every SQL (Sales Qualified Lead)PURELY REMOTE : Work from ANYWHEREWork at your

flexible hours in the Pacific / Mountain timezone (no hourly limits) (typically between 7:30 PM and 3:30 PM IST) Work with the Founders and an expert team for Global Market & Clients Exposure to some of the Leaders in the IT products/services / SaaS / Telecom industry (Rogers, Telus, Bell, AT&T, Comcast, Spectrum, Verizon, PaymentCloud, and more) Opportunity to get employed in a Full-time role (after 3 months based on consistent performance)

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