

ABOUT US

Storsen is an international outsourcing service provider, with the head office in **Prague** and delivery center in Sarajevo. With a proven record of staging world-class integrated business operations across the Czech Republic and Eastern European countries, our delivery center aims to specialize in BPO, BSO, human capital, and IT consulting services to EU and US customers. **In a nutshell, we are a shared service center which offers valuable and affordable outsourcing services to companies seeking new ways to achieve high performance by controlling costs, reducing risk and increasing transparency.** Head to [Storsen.com](https://storsen.com) to check out more details about our business.

We are looking for **B2B Lead Generation Specialist** who is responsible for prospecting, qualifying and generating new sales leads to support our sales operations.

About you:

- ↳ Looking for a chance to work in a dynamic environment where your suggestions are valued and appreciated
- ↳ Able to build and maintain lasting relationships with customers
- ↳ Self-starter able to identify and develop new business prospects from multiple sources
- ↳ Has strong observation, researching, sourcing, listening and presentation skills
- ↳ Ability to multi-task, prioritize, and manage time effectively
- ↳ Confident, assertive, flexible, team-orientated and professional
- ↳ Has basic knowledge of sales principles, methods and techniques and willing to learn and apply innovative presales and marketing techniques

Qualifications:

- ↳ **No specific previous experience or education background is required** since mentoring and training will be in place. Candidates with experience in Lead Generation, Telesales, BDM or similar positions will also be considered.
- ↳ Excellent verbal and written communication skills in English language, other languages are plus
- ↳ Proficient in MS Office products (Excel, Word, MS Outlook, MS PowerPoint)
- ↳ Familiarity with using tools such as LinkedIn Navigator, CRM or other software is a plus but not conditioning

Your duties:

- ↳ Develop new business via telephone and mass communication such as email and social media to introduce the company's services and identify prospects within the target market.
- ↳ Build and process prospect relationships by initiating conversations and conducting follow-up in order to move opportunities through the sales funnel.
- ↳ Manage data for new and prospective clients in CRM, ensuring all information is logged, accurate, and documents are attached
- ↳ Working under mentorship and supervision with latitude for independent judgment
- ↳ Participate in training designed to complement the needs of the role
- ↳ Prepare and analyze lead pipeline reports and dashboards

We offer:

- ↳ Full-time contract of indefinite duration
- ↳ Predicted range of 19.000 KM up to 29.000 KM baseline annual gross salary depending on experience, skill set and expected attitude
- ↳ Performance bonuses in range of 8% to 10% on baseline annual gross salary
- ↳ After two year contract duration possibility for international relocation or exchange program
- ↳ Occasional visits to Prague office and conferences across Europe
- ↳ Flexible working hours
- ↳ Options for full time and part time engagement are possible
- ↳ Focus on personal development and growth through mentoring and training
- ↳ Working on the global market with respectable companies
- ↳ Stimulative and tension-free working environment

We are hiring **1 candidate** at our shared service center in Sarajevo. Please send your CV + motivational letter by the **November 7th**, at info@storsen.com; we'll get back to you soon.