

Lead Qualifier position

Job description

The Lead Qualifier plays a crucial role in generating qualified leads for Clearpoint Recycling's services. The Lead Qualifier will be responsible for contacting potential clients, understanding their business needs and the specific materials they require, and determining if they are a good fit for our commodity marketplace. This role offers significant opportunities for professional growth and development, as Lead Qualifier can build their own client bases and potentially progress into account management positions.

Responsibilities

- Prospecting: Research and qualify potential clients' recycling needs.
- Material Alignment: Match clients' material requirements with services.
- Lead Qualification: Assess leads based on size, industry, and recycling volume.
- Data Entry: Record lead info in CRM (Hubspot).
- Follow-Up: Schedule follow-up with qualified leads.
- Account Management: Potential to move into account management roles.

Qualifications

- Language Proficiency: Excellent command of the English language.
- Strong Communication and Organisational Skills: Ability to build rapport with potential clients, understand their needs, effectively communicate service benefits, and manage a lead pipeline while prioritising tasks to meet deadlines.
- A positive attitude and a strong work ethic: A commitment to delivering excellent customer service and contributing to the team's success.

Company offers

- Potential fast-track advancement to account management roles.
- Supportive and collaborative work environment.
- Comprehensive training and mentorship programs.
- Additional health insurance after 6 months of service
- Gain valuable experience in a vital industry: Contribute to a more sustainable future by helping businesses reduce their environmental impact and promote circular economy principles.

Monthly salary: 1200 - 1500 Eur Gross and commission structure based on results.

Send your CV to austeja.sirvydyte@clearpointrecycling.co.uk

About Clearpoint Recycling

A waste broker you can trust! Managing waste recycling might be what we do, but our business is really all about people. Specifically, you. As our partner, it's your satisfaction that's our number one priority. That's why we focus on doing what we do in a way that's compliant, consistent and clear. Being totally transparent with how we manage your recycling material for you.