

JOB POSTING DETAILS

Employer	ATS (Algoma Technology Systems) (Algoma Technology Systems)	Job Type	RI
Job Title	ATS Lead Generator	Duration	Full Time
ES Job ID	13359	Location	NA
Date Posted	September 15, 2022	Closing Date	September 29, 2022

Job Overview - Description & Duties

ATS Lead Generator

Who we are:

ATS (Algoma Telephone Systems, Inc.) operating as Algoma Technology Systems was founded in 1979.

ATS is a multi-division company that provides communications, security, and IT services at a cost-effective, hassle-free and reliable way to all our customers. We are a Canadian company that aims to provide superior customer service. Our focus is on providing our customers with a reliable, transparent, and unparalleled customer experience while providing service in the most efficient way possible.

The Job

ATS is currently in search of a full-time Lead Generator to collect and evaluate potential sales opportunities. You will acquire and analyze new leads along with scheduling meetings and reviewing performance metrics. Additionally, you will manage lead generation workload and refine the sales

process. This is a fantastic opportunity for a professional who thrives in a busy workplace and is well-versed in working closely with senior management, as this position will work directly with the President & CEO, Vice President of Operations & Business Development, and the Marketing Manager.

Responsibilities

- Achieve growth and hit sales targets successfully
- Establish viable opportunities
- Research target markets and businesses
- Generate leads and set meetings with sales representatives
- Review potential leads for alignment and opportunities
- Monitor RFP sites to keep abreast of opportunities (along with management) to determine which RFPs to pursue
- Lead response to RFPs with the support of the technical team
- Contact prospective customers
- Create presentations for clients
- Build and promote strong, long-lasting customer relationships by partnering and understanding their needs
- Identify emerging markets and market shifts while being fully aware of new products and competition status

Required Skills

Requirements

- Successful previous experience as a sales representative/account manager or lead generator meeting or exceeding targets
- Committed to continuous education through workshops, seminars and conferences
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Strong business sense and industry expertise
- Client-centered mentality and passion for customer service
- Ability to relate to a variety of people and sustain meaningful relationships

- Ability to anticipate client needs and take the initiative to satisfy them
- Strong motivation to achieve results and meet goals
- Obsessed with creating great experiences for our clients
- Outside-of-the-box thinker
- Career oriented with a desire for advancement

Other Requirements

Who You Are

We seek someone with experience, passion and drive. As you will work with various managers and sales team members, you must be a great fit for our team. We're down-to-earth, fun, and have a work-hard, play-hard mentality. Integrity and honesty are important character traits that you must have, along with a strong work ethic, high degree of initiative and a continuous desire to succeed.

- You have a demonstrated track record of lead generation against sales targets
- You think strategically and thrive in a fast-paced, high growth environment
- You possess excellent leadership skills and are committed to building and training a highperformance team and culture of success
- You build relationships with people at all levels and maintain a team driven mentality
- You have superior follow-up and follow-through skills
- You demonstrate attention to detail, grasp of the big picture and are highly analytical
- You have excellent written and verbal communication skills
- You are responsive and flexible and work with a sense of urgency
- You are able to see a problem and cultivate solutions

How to Apply

Resumes can be sent to hr@atstechnology.ca