

Lead Generation/Business Development Executive

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Company: Acara Solutions

Location: Orlando

Category: other-general

Description Are you a **Business Development Executive** that is looking to join one of the top companies within the **Hospitality** Industry? Are you looking to further your career and grow? If you answered yes, then apply today! Acara Solutions is seeking highly qualified candidates to work **Remotely** with our customer in **the Hotel industry** interested? **Here's what you'd do:**

A Sales Prospector to help set up a professional B2B funnel for our Client properties and grow the revenue by building the sales pipeline.

Facilitating inspiring conversations that will foster and lead to exciting new business partnerships.

In plain English - We are looking for you to generate and massage through to conversion, more groups & meetings leads.

The role will work closely with the property sales team and Director, Group Direct.

With support from the wider teams, you will be responsible for identifying suitable targets, qualifying these and referring all potential opportunities to the Hotel Sales teams.

We use data mining as well as technology to generate lists of companies that are likely to be interested in our services.

As a lead prospector, your job will be to find key decision makers in these companies and

find the best way to contact them using lead prospecting software.

You will then be responsible for contacting leads via Telephone / email / social media to confirm that they are interested, conduct a needs analysis and determine prospects' pain points.

Providing regular, accurate weekly sales forecasts to the Directors and operations management to allow future revenue and resource planning to be undertaken.

Collaborating as part of the Sales, Marketing and Operations teams to achieve monthly, quarterly and annual business targets.

Your work ethic and skill set will have a direct impact on our growth.

Here's what you'll get Pay: \$\$18.00-24.00 hr DOEShift: 8AM-5PM/9AM-6PMHours: 40 Hours/Week Length: Contract to direct

Sound like a good fit? APPLY TODAY About Acara Solutions Acara is a premier provider of recruiting and workforce solutions-we help companies compete for talent. With a legacy of experience in a variety of industries around the world, we partner with clients, listen to their needs, and customize visionary talent solutions that drive desired business outcomes. We leverage decades of experience to deliver contingent staffing, direct placement, executive search, and workforce services worldwide. Job Requirements **Required Skills /**

Qualifications:

High School Diploma or GED

Minimum of 2 years working Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management

Minimum of 2 years working experience in customer relationship management (CRM) software, Delphi/Salesforce, Zoominfo, Knowland is an advantage

Preferred Skills / Qualifications:

Bachelors degree

Experience in a sales or lead generation capacity

Proven background in generating leads via proactive prospecting

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