



Lead Generator

Making Moves London

Company Overview

At Making Moves London we work on behalf of our clients to source, negotiate and manage their entire office move.

We pride ourselves on having a fantastic team vibe and office atmosphere, think office dog, no stuffy corporate clothes and a stunning office in Shoreditch...this will start to give you an idea of who we are and how we work.

Job Overview

The Lead Generator will share their time between supporting the Sales team, updating and monitoring our internal database and self-sourcing leads/data to pass over. This role is a vital part of the Sales team as it drives the performance of the whole team. It's the responsibility of the Researcher and the Sales team to ensure the whole office are busy and working at full capacity.

The Role & Responsibilities

- Call & qualify leads for sales team, ensure the right data is retrieved from the call including correct contact details
- Create high quality profiles on each lead to pass over to the Sales team
- Research contacts who have moved businesses, including where have they gone and how to get in touch
- Research and qualify data for calling lists, contact details and basic information as well as mutual contacts and ways in
- Keeping Hubspot up to date and efficient, regularly running through out of date tasks and live deals and tracking potential opportunities
- Research potential areas of business for Making Moves, areas of growth/decline and any new and emerging industries
- Generating own leads from articles, events, social media and other sources to help identify potential clients.



Ideal Candidate

- You will NEED to be highly motivated. As you will be generating leads and data for the entire sales team
- You will be a highly organised person. Accurate data capture and input is critical to the business
- A desire to progress within the business and sales team
- Experience within our industry is not necessary but the desire to learn and become an expert in our space is crucial.

In Return We Will Offer You

- Uncapped Commission
- A clear and obtainable career path within Making Moves
- Full product and sales training
- 25 days annual leave
- An additional days holiday for your birthday
- Team annual trip (Performance Based – Berlin2018, New York 2019)
- Subscription to Busuu – the language learning App
- Monthly and Quarterly Team Activities
- Best Office in Shoreditch
- Free Fruit, Coffee and Snacks