



Demand Creation Services Inc.

Bilingual Lead Generator

Position: Bilingual French/English Teleprofessional (remote contract position)
Compensation: Hourly rate \$18-25 per hour based on skill level
Bonus paid per lead \$15-25 (project dependent)
Location: Home based contract position – anywhere in Canada or the USA

Responsibilities

- Business-to-business lead generation and sales prospecting
- Appointment setting
- Cold-calling and objection handling
- Market research and gathering sales intelligence
- Qualifying potential prospects or leads from web enquiries and outbound marketing activities
- Calling mid-size North American firms up to Global 100 companies on behalf of our clients
- North America wide territory calling Monday-Friday during business hours (across time zones Eastern to Pacific)

Required Skills and Experience

- Enthusiasm and desire to promote leading IT solutions and services
- Proven track record in business-to-business lead generation and sales prospecting
- Fully proficient in both French and English (fluency required for excellent written and oral communication)
- Professional telephone manner with the ability to probe and handle objections
- Persistent personality and self-discipline to work from home with remote supervision
- Inside sales or customer service experience in business-to-business environment (IT preferred)
- Strong preference for small company team work
- Proficiency with Microsoft applications, especially Excel, Word and Outlook
- Proficiency with internet search engines and social media
- Strong problem solving and interpersonal skills
- Detail oriented

Home Office Requirements

- Desktop or laptop running MS Windows Office 2007 or higher
- Private computer – not shared
- High speed internet access
- Antivirus Software
- Dedicated telephone land line with headset
- North America wide long distance plan

The Ideal Candidate

- Has equally strong French & English language skills (both verbal & written)
- Prefers the flexibility of working from home versus commuting to work
- Has worked in or with a large company and is familiar with organizational structures
- Self-disciplined, well-organized and known as a multi-tasker

How to Apply

Submit your resume by email to info@demandcreation.com or by fax to (905) 294-3833. We will acknowledge receipt of all resumes, however only those selected for a telephone interview will be contacted.