

Cordys

Cordys is a global provider of software for business process innovation. Global 2000 companies worldwide have selected Cordys to achieve performance improvements in their business operations such as increased productivity, reduced time to market and faster response to ever-changing market demands. Headquartered in the Netherlands, Cordys has offices in the Americas, EMEA and Asia-Pacific.

Cordys US Marketing

Cordys US Marketing is responsible for the growth and maintenance of the Cordys-pipeline. Marketing will generate leads and drive sales revenue by gathering and reporting customer intelligence to sales and marketing.

At Cordys US Marketing we are currently looking for a

Lead Development Manager (Contractor)

Are you a smart, talented and ambitious self starter that can run our lead qualification?

Can you collaborate with sales and execute lead generation programs?

Job Description

Reporting to the VP of Marketing for the America's, you will:

- Contact, nurture and qualify all marketing leads generated
- Follow qualified leads into / through the sales channel (work with Sr. Account Managers)
- Track specific marketing metrics
- Maintain overall marketing dashboards
- Assist in the planning and execution in campaigns, programs and events to targeted audiences
- Manage and grow all contact databases

Key Skills

This position is ideal for a high energy, organized and driven person who has/is:

- Strong phone skills - if you have held inside sales or telesales roles that is a plus
- Interpersonal skills and experience in communication and connecting with people on the phone and in face to face encounters
- Professional, responsible and detail oriented
- Reliable, able to work independently while part of the team
- Able to work diligently while working remotely
- Experience in executing marketing campaigns, programs and events is a plus
- Knowledge and understanding of enterprise software is a plus

This is a full time contractor position that, based on performance, could turn into a full time employee position. We do require this person to be exclusively committed to this role (no other projects/jobs they attend to) but that is rewarded in a high-energy environment, with upward potential in our growing organization.

If you have the experience and drive to work with Cordys, please send a one page cover letter and one page resume to resumes@cordys.com.

Short listed candidates will be contacted within seven business days of receipt of resume.

Acquisition based on this advertisement is not appreciated.