

Leads Generation/Salesforce.com Executive

Finvent Software Solutions, a provider of award-winning software and services for the global **investment management industry**, is seeking a Salesforce Certified Expert to join and support our global sales efforts as a **Leads Generation/Salesforce.com Executive**.

Our ideal candidate is an already experienced Salesforce expert with technical skill, passion, detail orientation, and a service mindset to take ownership of our daily lead generation operations in support of our global sales efforts.

You are a doer, who never stops learning, with a passion for delivering business results.

This is an individual contributor role with a significant EMEA-wide lead to prospect production and delivery responsibility - and huge opportunity to take ownership and shape how Finvent lead management is done.

Responsibilities

- Build all required components in salesforce.com and related solutions per established sales and operational approved processes.
- Nurture via direct calling and calling-following up campaigns, qualify interested parties and refer to sales to be utilized for new sales generation.
- Take ownership of Salesforce Campaigns, Emails, Lead Generation and enhance database content with cross-reference searches with LinkedIn or related resources.
- Troubleshoot Salesforce.com system issues as they arise; develop proposals for fixes;
- Look for process optimization at every opportunity and propose to team
- Assist with special projects and other duties as assigned

Qualifications

- 3-5 years' experience on the investment management or related domain, preferably on a sales or sales-related role.
- Experience (or certification) in utilizing Salesforce.com as a sales tool is required.
- Exceptional English-language communication skills, while Greek and additional languages are a plus
- Marketing automation experience with LinkedIn and/or Marketo is strongly preferred
- Quick learner with the demonstrated ability to prioritize and meet deadlines with an outstanding attention to detail and delivery on targets
- BA/BS in a related field is required. Graduate degree is preferred.

What Finvent Offers

At Finvent, you will find a rewarding career where you can thrive at every level. We invest in our employees through offering competitive compensation and benefits, private health and medical coverage and progressive training opportunities.

In addition to challenging and meaningful work, you will find deep commitment to giving back to the communities where we live and work.

Finvent's culture thrives on teamwork and diversity. So, bring your unique perspective and talent to Finvent and thrive in your work today!

**CV Submission (in English) & Communication Address:
By Clicking on Apply Button
CODE: MKTG19**

**All applications are confidential;
Please Respond ONLY if you comply with most Job Qualifications**