

Job Opportunity: Lead Executive

Key Responsibilities:

- Strategies & plans to generate leads. Plan avenues to generate leads.
- Database management - Generate, manage and structure leads across platforms and projects.
- Lead Nurturing through information sharing, consistent follow-up of prospects, value creation and final conversion.
- Address leads from inbound and outbound efforts and traffic coming through the web, events, social channels, forums, emails etc.
- optimize the marketing automation and lead nurturing processes through email, content, social channels and WhatsApp.
- Produce daily, biweekly and monthly internal reports on performances, campaigns, conversions etc. Evaluate adherence and take action to improve performance.
- Develop a revenue generation model for NGO services. Managing NGO alerts etc.
- Manage corporate website forms, WhatsApp, emails and calls.
- Develop newsletter - corporates, Donor & NGO services.
- Develop a global volunteering program.
- Develop an internship program.
- Develop Concept Notes/ Donor presentation & Donor coordination.

Process management Why Join Us:

- **Meaningful Work:** Be part of a team dedicated to making a positive impact on society through skill-building and empowerment initiatives.
- **Dynamic Environment:** Thrive in a dynamic and collaborative environment where every day brings new challenges and opportunities for growth.
- **Community Impact:** Make a difference in the lives of others by helping to build a team that is committed to creating positive change in society
- **Supportive Culture:** Join a supportive and inclusive community of passionate individuals dedicated to helping each other succeed.
- **Get mentored and taught by passionate Leaders.**

Qualifications:

- Bachelor's degree or higher in business administration, marketing, or related fields
- Minimum of 2 years experience in lead generation, sales, or marketing
- Ability to deliver results with minimal supervision.
- Goal-oriented, with an ability to meet deadlines.
- A positive approach to objection handling.
- Good organizational skills and attention to detail.
- Knowledge of CRM and database management tools.
- Excellent communication and interpersonal skills, with the ability to build rapport with all stakeholders, management, and employees.
- Strong organizational skills and attention to detail, with the ability to manage multiple tasks and priorities effectively.
- Passion for making a difference and contributing to positive change in society.

How To Apply

Interested candidates can share their updated cv at contact@pmspl.net.in mentioning the name of the position in the subject line.