[Remote] Sales Development / Lead Generation Representative – B2B Outbound Calls | US Market - Philippines

Remote · US · Full-time

[Remote] Sales Development / Lead Generation Representative – B2B Outbound Calls | US Market
Location: Remote - must reside in the Philippines
Compensation: $6/hour + Incentives (Daily, Weekly, Monthly, Annually)
Benefits: health insurance stipend, 10 paid holidays, 15 days of paid time off
Job Type: Full-time | 40 hours/week
Start Date: ASAP
Hours: Monday–Friday, aligned with U.S. East Coast business hours (9:00 AM–5:00 PM ET)

[Remote] Sales Development / Lead Generation Representative – B2B Outbound Calls Description

If you've already built confidence and resilience making high-volume cold calls and want to keep growing, this is your opportunity to join a fast-moving, global sales team. We're a US-based company with an international team that includes members in the Philippines and Egypt – many of whom have stayed with us for years because of our supportive culture, clear expectations, and performance-based incentives. As a Sales Development / Lead Generation Representative, you'll connect with decision-makers at small and mid-sized businesses in the United States. Your goal? Spark their interest, uncover needs, and set meetings that turn into long-term partnerships. You'll be trained, coached, and equipped with everything you need to succeed.

[Remote] Sales Development / Lead Generation Representative – B2B Outbound Calls Responsibilities

- Make outbound cold calls to US-based business contacts using provided call lists
- Follow proven scripts while personalizing the conversation and listening for key buying signals
- Secure qualified meetings for senior sales reps to follow up
- Hit call and meeting-setting targets consistently
- Join weekly team calls and bi-weekly 1-on-1 coaching sessions to sharpen your skills

[Remote] Sales Development / Lead Generation Representative – B2B Outbound Calls Qualifications

- 1+ years phone-based inside sales experience required
- 1+ years outbound b2b cold-calling experience required
- Strong English fluency (both spoken, written and ability to mirror U.S. communication norms) required
- Confident communicator – comfortable navigating unscripted conversations with U.S. decision makers
- Coachable mindset with the ability to absorb scripts and adjust on the fly required
- Access to fast, reliable wired, high-speed Internet for your computer required (not Wi-Fi or mobile)
- Quiet and uninterrupted working space/environment required
- Reliable working computer and computer headset with microphone required
- Comfortable downloading and operating software required
- Availability for 40 hours/week, Monday-Friday, between 9 am-5 pm US Eastern Time

****ACCESS TO A STATIC IP ADDRESS VIA YOUR INTERNET SERVICE PRODIVER (ISP) MAY BE REQUIRED****

-- Company will cover the cost of this upgrade --

Apply: https://twonice.hire.trakstar.com/jobs/fk0zt25/?apply=true

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