

Job Description

Position title:	Position reports to:	Position starting date:	Position status:
Lead Generation Executive/Specialist (New Business Development Group)	Sales Team	ASAP	New position

1 - Job Introduction

Lead Generation Executive will work cooperatively with Inside Sales Representative , Business Development Manager and Marketing to increase database of customers through outbound calling and meet or exceed monthly new leads quotas.

2 - Company Introduction

Flumotion, part of the Fluendo multimedia services group, is a Spanish company with its headquarters in Barcelona (see <http://www.flumotion.com/>).

Flumotion offers an innovative streaming server and platform uniquely suited for companies who want to stream their audio and video content via Internet. Flumotion has developed a multi-format distributed streaming platform, with support for the increasingly popular royalty-free Ogg/Vorbis/Theora codecs, as well as Windows Media, MP3 and Flash formats.

This unique streaming platform has been the result of more than two and a half years of investment in R & D. In less than 18 months, Flumotion has won top Media & Entertainment companies like Antena3, RTVE, LaNetro-Zed, CBNews, RTVA, Grupo COPE, RTPA and has developed strong relationship with Strategic Resellers like Telefonica, British Telecom, or NTT Europe On line.



3 - Main Responsibilities:

- Identify prospective clients by using prospect lists, internet resources, following leads from existing clients and leads generated from Flumotion web site and trade shows.
- Outbound calling in order to introduce the company portfolio of services and product.
- Work independently to generate new business in specific geographic areas
- Meet or exceed establish monthly new leads quota.
- Maintain updated CRM of the company, introduce the information of the new contacts and help on marketing campaigns.

4 - Job Advantages:

- Opportunity to be part of a quickly growing technology company
- Work as part of a team of highly skilled in new technologies and experienced Internet specialists
- Work closely with leading Media and Entertainment companies
- Compensation based on performance and customer satisfaction
- Have a key role in the new business of the company

5 - Position Requirements (skills, characteristics):

- Bachelor degree
- At least 2 years of professional experience in a similar position.
- Ability to learn rapidly company services portfolio
- Able to understand the media entertainment market
- Listen to customers needs and challenges, and works with Flumotion teams and Partners to deliver results.
- Autonomous, strong motivation and result oriented personality
- Demonstrates a good understanding of customer care.

- Strong oral communication skills and the ability to have a well-structure conversation in Spanish and English (Third language is a plus)

6 - Position Special Skills (for identifying TOP candidates):

- Experience in a telemarketing, telesales or customer care position.
- Excellent verbal and writing skills in English and Spanish. Third language will be a plus. (Strong oral communication skills and the ability to have a well-structure conversation in Spanish and English (3rd language is a plus)
- Ability to multi-task.
- Must be able to work well under pressure while maintaining a professional demeanor.
- Knowledge of Internet market and technologies.
- Experience using Microsoft Excel, Word, Outlook, Powerpoint and other general computer applications

7 - Compensation Plan:

- Fix salary and bonus plan based on performance
- Private health care
- Stock options
- Position Based in Barcelona

