**Property Lead Generator**

Our client is one of the largest developers and operators of retirement communities in the UK and due to growth, they are looking for a Lead Generator to join their Sales Team. You will be the first point of contact for incoming enquiries, prospecting clients with outbound calls, securing viewing appointments and working closely with the marketing team to identify the hottest leads to contact.

**This role would suit someone with a background in Estate Agency, Lettings or New Homes Sales. The role is paying £26,000 with an OTE of £40,000.**

**Our client offers 25 days holiday, pension, bonus scheme, life assurance and private medical insurance.**

**Your key role will be:**

* To be the first voice and point of contact for all new email and telephone enquiries received
* To convert an initial ‘Customer Enquiry’ to a Visit
* Thorough product knowledge to advise customers appropriately
* Organisation and co-ordination of appointments between Customer and the site
* Follow up/progression calls with customer- with aim to gain commitment (first visit/re-visit, or next stage offer
* Updating a customer’s status within our CRM system, so wider team are aware of change
* To contact all ‘New Leads’ received, using CRM system to log
* Prospecting outbound calls to database to generate visits/re-visits, in line with targets/KPI’s
* Working with Sales & Marketing team, to increase lead generation
* To deliver customer feedback to sales & marketing team on relevant campaigns/incentives
* Providing daily/weekly reports of leads/appointments booked/customer feedback

**We are looking for candidates with the following skills and experience:**

* Excellent communication and negotiating skills – ability to engage confidently with our customer base
* Ability to control conversations
* Self-motivated
* Well organised and able to prioritise
* A successful track-record of working in a comparable lead generation role in an established organisation preferably in new homes/estate agency
* Experience of working in a fast-paced SME environment.
* A proven track record of working in a target driven environment and the ability to achieve and beat multiple KPI’s
* Experience in working with databases / CRM systems

Thank you for taking the time to apply to OPR Resourcing Specialists. If your application is successful you will be contacted within 7 days. We apologise but due to the high volume of applications we receive we are unable to provide feedback on individual CV's.

Please note that by applying for the above job it will be understood that you accept our Terms of Business and Privacy Policy which can be found on our website on the page "Find A Job".