

A good job is not hardie to find.

Become part of the James Hardie Europe GmbH success story. **Your Partner in Growth.**

We are the global market leader in fiber gypsum and fiber cement solutions with the fermacell® and James Hardie brands. With our ground-breaking innovations we change the way Europe builds. We are setting new standards in areas such as lean manufacturing, demand creation and implementing our push-pull strategy. Every day, our fantastic team combines the creative spirit of a start-up with the power of a global market leader.

We specifically promote the personal and professional development of our employees - through individual training and exciting projects. It's not just the company that grows with us, but also each individual in the team.

To strengthen our team, we are looking for a

Lead Generation Specialist UK (f/d/m)

in **fulltime** role at our office in **Sutton Coldfield**, UK Head Office. We offer a hybrid workplace model (3 days office/2 days remote).

The Lead Generation Specialist is responsible for driving high-quality inbound lead qualification, booking CPDs, and supporting the sales pipeline across three key market segments. This role plays a crucial part in ensuring timely lead follow-up, accurate CRM management, and seamless coordination with segment Account Sales Managers (ASMs). The specialist proactively engages prospects, manages Salesforce workflows, and helps maximise conversion opportunities from marketing and sales activity.

Your tasks

- **Identify sales potential:** You identify sales opportunities with new and existing customers across different target groups such as architects, specifiers and installers.
- **Manage leads with impact and strengthen relationships:** You take responsibility for processing leads and ensure their efficient development throughout the customer journey.
- **Pre-qualify projects smartly:** You research exciting projects and assess their relevance for sales, and you will be responsible for pre-qualifying our inbound leads.
- **Support field sales:** You work closely with the field sales team and help achieve commercial goals. You will be the first point of contact for our key customers to book CPD's ensuring professional communication throughout the process.
- **Improve sales performance:** You will manage the process actively via Salesforce ensuring accurate data and reporting, and you will track the leads progress ensuring that follow-ups are completed.

You are...

- **smart?** You have experience in telemarketing, inside sales and lead generation, you have strong communication and telephone-based customer interaction skills. You feel at home working with CRM systems such as Salesforce. KPIs are not foreign words to you, but valuable tools - and you know exactly how to process leads professionally and in a targeted manner.
- **driven?** You want to help shape things and make an impact. An independent and structured way of working combined with engagement, strong communication and persuasion skills are part of your skill set. In addition, you bring the necessary flexibility to quickly adapt to changing requirements of different customers.
- **real?** You inspire both internally and externally with your friendly and confident manner, you are Proactive, persistent, and have a customer-focused mindset. You are a team player, think analytically, and enjoy direct contact with customers.

You don't meet all above mentioned criteria? Be brave and apply anyway! We offer a wide range of further training and are willing to develop you into the role, if necessary!

What we offer

- A dynamic environment in a global growth company
- Continuous, individual development opportunities
- The freedom to participate in processes, projects and system development
- Targeted training programs to support your development (Individual Development Plans, JH Academy, Master Plan, Employers for Equality, Women's Initiative Network), as well as numerous "Grow Events"
- 24 days holiday per annum + bank holidays
- Pension plan
- iPhone & Dell laptop

Curious?

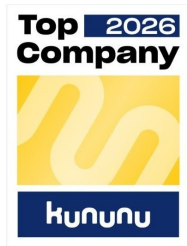
Then become part of James Hardie. We are only strong together as a team. Diverse employees drive innovation and growth. We are interested in what people think, regardless of culture, background, personal belief or physical disabilities. We are looking forward to getting in touch with you.

To make the process as fair as possible, we support anonymous applications without pictures, gender or date of birth. All we need for your application is a CV and your notice period. If you wish, you can also enclose certificates or other documents with your application.

Apply now!

Contact

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Senior Recruiter



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