

Viessmann develops seamless and integrated climate solutions for the entire living space, providing people with the optimum room temperature, hot water and electricity, as well as good air quality. Through digital platforms and services, Viessmann connects products and systems, ensuring the most efficient energy sources are employed. Wherever technically possible, Viessmann promotes the use of renewable sources, in all other cases fossil fuels are used to maximum efficiency. Founded in 1917, the German family-owned company attaches particular importance to responsible and long-term action. The company vision: "Creating the living space for the generations of tomorrow" is the responsibility of the 12,000- strong Viessmann family worldwide.

Viessmann Limited, the UK subsidiary, is currently recruiting for a dynamic Marketing Coordinator to drive this international business at the top of its field, to achieve significant growth in the UK consumer market.

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### **Lead Generation Co-ordinator**

In this role you will support the lead generation Marketing aspect of the business, qualifying and developing enquiries via a CRM system, whilst forming good relationships with homeowners and heating installers.

#### **Your role:**

You will report directly to the CRM Marketing Manager. In this role you will be responsible for lead generation qualification and reporting.

#### **Your tasks will include:**

- Qualifying sales leads from Marketing driven campaigns
- Lead generation management, handling sales leads that arrive into the business
- Using the Salesforce CRM system to record and monitor leads
- Ability to emphasise company and product values following training
- Regular interaction with the domestic sales team and installer customer base
- Attend and participate in weekly assigned team meetings
- Provide qualitative and quantitative feedback to the Marketing / Sales / Installers and other campaign team members

#### **About you:**

You will be able to work well under pressure, to multi-task and prioritise work according to business objectives and developing requirements. Creativity and positivity are your natural characteristics.

**We are looking for the following:**

- Experience in a lead generation / sales development role
- Process oriented in lead management
- Previous experience of working to and achieving targets
- Working with CRM
- Demonstrable experience of managing customers within a corporate setting
- Strong and confident IT skills and the ability to work independently
- Ability to prioritise tasks and take ownership of projects from inception to completion
- Excellent organisational and time management skills

**Why not apply?**

This is a fantastic opportunity to take on an exciting role within a growing company and make it your own.

- Competitive salary
- Performance related bonus
- Industry-renowned organisation for high quality engineering, with an excellent company culture
- Global career progression opportunities
- Employer-matched pension scheme
- Healthcare scheme options
- Childcare vouchers scheme

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Suitable candidates are invited to send a CV to:

Email: [info-uk@viessmann.com](mailto:info-uk@viessmann.com)

**Closing date for applications: 28<sup>th</sup> February 2020**