

LEAD GENERATION SPECIALIST. TAGUIG, PHILIPPINES (THE)

Avia Solutions Group (ASG) Global Services Philippines is looking for a **Lead Generation Specialist** to contribute to the operations of **Chapman Freeborn International**.

This position is based in the ASG Global Services Philippines office in BGC, Taguig, under a hybrid setup. During the first month, you will work in the EMEA time zone for training and orientation. Afterwards, you will follow Philippine Standard time for reporting.

Chapman Freeborn International is a multi-award winning, global specialist in aircraft charter and aviation support, renowned for its innovation, expertise, and professionalism. Founded in 1973, bringing over 52 years of experience in providing tailored air charter solutions for both passenger and cargo transport.

Role Overview:

As a Lead Generation Specialist, you will play a key role in driving business growth by connecting and nurturing potential customers in the Asia Pacific Region (outside the Philippines) and beyond.

Key Responsibilities:

- Engage in identifying and researching potential leads and target companies through various channels.
- Qualify leads using strategies and criteria by understanding their needs and assessing their potential as customers.
- Bring innovative ideas and creative approaches to enhance the lead generation process.
- Communicate value propositions effectively to generate interest.
- Build and maintain a strong lead database.
- Stay up to date with industry best practices, latest trends and techniques for lead generation

Qualifications:

- Having at least 2 (two) years of proven experience in lead generation, sales or related roles.
- Strong communication and negotiation skills
- Experience in lead generation tools, social media outreach and email automation tools.
- Familiarity in Cargo and PAX airline

The Benefits of being part of our Team:

- Work and grow in a global charter and aviation support organization
- Join an inclusive work environment and dynamic team where your insights are valued, and innovation drives success.
- Benefit from a flexible work environment and comprehensive perks that support your personal and professional well-being.

A remote workforce service centre supporting Avia Solutions Group's ACMI airlines and MROs worldwide.