



Beyond Wellness to True Potential

Inside Sales/Demand Generation Specialist  
Full Time Position  
Chicago

CHC is looking for a strong self-starter to further business opportunities and actively increase revenue. The ideal candidate should:

- Must have a hunter mentality
- Be extremely organized
- Prove effective in conveying a message telephonically
- Work well in a fast-paced team environment

This role is highly dynamic and will require a high energy personality to assist the Sales & Marketing teams. Specifically, with targeted prospecting and appointment setting to help in achieving/exceeding CHC aggressive growth goals.

**Core Responsibilities:**

- In collaboration with Sales & Marketing, drive leads through targeted campaigns.
- Target specific brokers and companies in strategic cities/states
- Campaigns supported by effective telephonic outreach to set up appointments for the sales team.
- Will utilize HubSpot as the central hub for all campaigns
- Manage individual tasks
- Set up meetings and tasks for sales to level where senior sales can quote/close
- Organize contacts effectively in lists
- Partner with internal resources including marketing to create specific campaign lists
- Assist in identifying targets based on input from sales
- Manage multiple campaigns
- Follow up on all incoming leads (pay for click, conference, etc.)

**Additional Responsibilities:**

- Attend Networking Events (some travel required)
- Provide RFP support as required

CRM Databases  
Demand Generation  
Cold Calling  
Inside Sales  
Lead Generation  
Direct Sales

Click her to apply: <https://www.surveygizmo.com/s3/5162639/CHCleadgen>

**CHC WELLBEING**  
5440 N Cumberland Avenue  
Suite 225  
Chicago IL 60656

 [www.chcw.com](http://www.chcw.com)  
 866.373.4242  
 [info@chcw.com](mailto:info@chcw.com)