

**Clear Demand Company Overview**

Clear Demand is the first company to deliver an omni-channel lifecycle pricing solution for retailers that synchronizes prices, promotions and markdowns online and in-store to produce a consistent brand and shopping experience. Clear Demand uses its patented science that analyzes historical sales to understand shoppers' sensitivity to price and generate price and promotion strategies that account for pricing rules, cost changes and competitor prices to achieve profit and revenue goals. Architected on big data and delivered as a software-as-a-service (SaaS), Clear Demand's Intelligent Price Maintenance and Optimization (IPMO) solution can be administered from a public or private cloud. Clear Demand's innovations in retail science simplify adoption and use, while allowing retailers to see value in just weeks with more transparency and minimal disruption to existing business. Clear Demand offers a competitive pay with the opportunity for rapid career growth.

**Job Description – Lead Generation Specialist**

Clear Demand, Inc. is seeking a highly motivated, high-energy, results-driven Lead Generation Specialist to join the Clear Demand team. The Lead Generation Specialist will be responsible for telephone and email prospecting, qualifying and processing marketing leads for the sales team, and generating summarized reports of key findings. This individual will be an enthusiastic team player with exceptional phone communication skills able to understand different buying personas, corporate organization structures, key positions, and decision makers. It also requires the ability to communicate the high-level value proposition of Clear Demand and persuade new business prospects to learn more.

**Key Responsibilities**

- Reach out to prospects via telephone and email to qualify leads. The expected activity level for this position is 50 calls per day.
- Navigate through a conversation flow to uncover business needs, understand pain points, and position Clear Demand as a compelling solution.
- Generate marketing qualified leads that are processed as new opportunities and sent to the sales team.
- Maintain and update an accurate log of activity.
- Convey summarized key findings from phone conversations to the rest of the Marketing team to help refine marketing communications.
- Perform other duties as assigned
- Full or part-time hours available

**Skills and Experience**

- Exceptional communication skills– both written and verbal– and the ability to build a genuine rapport with prospects remotely over the phone and through e-mail
- Ability to learn quickly and manage multiple priorities and/or project
- Driven and resourceful in finding new approaches to ensure his/her message is resonating with potential customers
- Ability to problem-solve and identify process efficiencies and improvements
- Experience in retail industry in merchandising and pricing functions

**Education**

Associate's or Bachelor's degree required.

To apply, please your send resume to [HumanResources@ClearDemand.com](mailto:HumanResources@ClearDemand.com).

To learn more about Clear Demand, visit <http://ClearDemand.com>.