

Lead Generation Representative

Highway and Heavy Parts is looking for a Lead Generation Representative for our Headquarters in Coleman, MI. HHP is centrally located; less than 25 miles from Midland, Mt. Pleasant, Gladwin, and Clare. We specialize in diesel engine parts and need motivated individuals to help us reach our sales goals.

You would be perfect for this job if you enjoy working with people, have a friendly disposition, and find it rewarding to learn what people want and need most. We serve a global client-base so the right blend of patience and understanding will help you go far. Problem-solving, quick thinking, attention to detail, and organization are the foundations of our Company; and what keeps our customers coming back.

You will be among our top candidates if you excel at:

- Having upbeat and genuine phone conversations
- Assessing information and being able to determine what people want and need based on their responses.
- Creating customer relationships and nurturing those relationships accordingly.
- Accomplishing goals with a desire to constantly improve
- Learning processes and troubleshooting issues
- Creative thinking and finding new and better ways to streamline processes
- Multitasking without sacrificing quality

The skills that will give you a competitive advantage in our lead generations position are:

- **Computer Proficiency** – Being able to learn new programs and commands quickly is essential as technology is ever-changing.
- **Professionalism** – Keeping a calm and courteous disposition is necessary to creating both a pleasant work environment and an excellent experience for both our current and potential customers.
- **Typing** – In this fast-paced environment you'll need both hands working together efficiently.
- **Adaptability** – When we find a way to make your job easier, we want you onboard to learn the new processes.
- **Flexibility** – When projects pop up, being able to prioritize is a must.

With a team-oriented atmosphere, career advancement, and financial growth opportunities; Highway and Heavy Parts offers an ideal work environment for someone who can understand and contribute to our work model. We are a small business that recognizes that our employees are critical to our success. Please send your resumé and coverletter.