

Job Posting - Sales and Account-Based Marketing Researcher

Innpulse is a B2B marketing agency focused on delivering ABM at scale for enterprise growth companies. We are looking for a well-qualified **ABM Researcher** to join our Warsaw, Poland team. As an ABM Researcher on our world-class team, you will be a key member of our outreach teams. We know that great ABM starts with highly-accurate, bespoke research on target accounts and contacts within those accounts. You'll spend your time learning about our clients' target accounts and conveying that information to our ADR team.

Innpulse is headquartered in Carmel, Indiana in the United States with an international team.

You'll be accountable for:

- Researching target account information (firmographics, financials, struggling moments, industry trends, buying council information, trends, etc.)
- Researching contact information for individuals on the buying council of target accounts
- Working with various online tools and databases to enrich contact and account information
- Recording all relevant information in Salesforce
- Ensuring that all deliverables are of the highest quality and are 100% correct in every detail
- Meeting a daily research quota set by the company
- Reporting on daily results and on any project related issues to your manager
- Tracking and improving weekly/monthly KPIs

About you:

- Attentive to detail and highly accurate
- Deadline and quota-driven
- Demonstrated written, presentation and verbal communication skills. Strong, confident English skills (native or conversational) is mandatory.
- Knowledge of research and validation tools would be a great advantage
- Experience working in a fast-paced environment
- BA/BS with strong academic record
- Comfort with uncertainty
- Proven track record of meeting and/or exceeding goals
- An understanding of Account Based Marketing principles is strongly preferred
- Experience with Salesforce preferred
- Solid understanding of sales process in growth organizations
- Extraordinary character with an incredible drive for success, high work ethic, curious by nature, and obsessed with achievement
- Self-sufficient and self-motivated
- Ability to collaborate effectively at all levels and functions
- Demonstrated problem-solving skills
- Excellent interpersonal skills; able to interact at all levels with clients and the Innpulse organization