



B2B Lead Generation Specialist (Early Shift)

About Wolfscale - Wolfscale is a quickly growing B2B lead generation agency at the heart of Seattle's AI startup movement. We're partnered with local AI investors and incubators and are chartered to help their portfolio companies acquire early customers. We're a startup in service of other startups, and we use AI to help AI founders bring their world changing technologies to market across a broad set of industries including healthcare, law, technology, logistics, financial services, robotics, and more.

Position Overview - Lead Generation Specialist (Early Shift) - Wolfscale is seeking a full-time or part-time lead generation specialist to follow-up with leads on behalf of our customers using email, LinkedIn, text, and phone calls. Beyond these core responsibilities, this role will provide regular opportunities to be involved with a broad cross-section of marketing, selling, and operational functions both within Wolfscale and for our customers. This is a great fit for an early career professional looking to establish themselves as an AI go-to-market expert.

Requirements / Responsibilities

- Early Shift Coverage: 6am - 10am Pacific, Monday - Friday
- Flexible scheduling for additional hours
- Follow-up with interested leads driven by Wolfscale campaigns for a variety of customers
- Interface directly with Wolfscale customers (primarily founders and executives) to schedule sales meetings for them
- As needed involvement in other tasks including campaign writing/review, lead list building/review, customer reporting, SOP documentation, and more
- Excellent verbal and written communication skills
- Tech savvy w/ ability to learn new software quickly
- Entrepreneurial drive with an interest in learning a variety of industries and business concepts
- Highly organized and detail oriented
- Positive-attitude, coachable, and growth driven

Compensation / Benefits

- \$25 - \$30 per hour (part-time) / \$50k - \$60k base salary (full-time)
- Uncapped commission based on volume of leads generated
- Opportunity for rapid job role and income growth based on contributions
- Remote position w/ quarterly in-person events and initial in-person training
- Competitive medical/dental/time-off benefits for full-time roles
- Directly influence the direction of Wolfscale's growth