



Matching Local Job Seekers & Employers

Sales Lead Generator – appie

Location: Remote (RI-based preferred)

Job Type: Contract or Part-Time | Flexible Schedule | Commission-Based + Bonus Opportunities

About appie

appie is a new kind of hiring platform built for a new generation. We match Gen Z job seekers (ages 14–25) with local employers — no resumes, no job boards, no endless applications. Instead, employers *invite* talent directly based on availability and interests. We're flipping the script on traditional hiring, and we're growing fast.

Role Overview

We're looking for a driven and resourceful Sales Lead Generator to help us build our employer network. You'll be responsible for identifying and qualifying potential business leads (local employers with hiring needs), booking intro calls, and helping us grow appie's presence across Rhode Island and beyond.

This role is perfect for someone who thrives on outreach, knows how to spark conversations, and wants to be part of building something from the ground up.

What You'll Do

- **Identify Targets:** Research local businesses (retail, food service, trades, hospitality, etc.) that hire young workers.
- **Outreach:** Conduct cold calls, emails, and LinkedIn messages to introduce appie and schedule discovery calls.
- **Qualify Leads:** Understand employer needs and assess if appie is a fit.
- **Book Meetings:** Schedule qualified meetings for the core sales team to close.

- Collaborate: Work closely with marketing and leadership to improve outreach strategy and messaging.
 - Track Activity: Use CRM tools or internal systems to log outreach and lead status.
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You're a Great Fit If You:

- Are confident and comfortable with cold outreach (calls, emails, social DMs)
 - Understand small business needs, especially in retail, food service, or trades
 - Are self-motivated and thrive in a results-driven environment
 - Have excellent communication and people skills
 - Are familiar with tools like HubSpot, Apollo, or LinkedIn Sales Navigator (preferred but not required)
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Compensation

- Commission on every qualified meeting that results in a closed subscription
 - Bonus opportunities for hitting monthly targets
 - Potential to grow into a sales or account executive role as appie expands
 - Flexible hours and remote work — make your own schedule
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Why Join appie?

- Be part of a purpose-driven startup solving a real-world hiring problem
 - Get hands-on experience in early-stage growth and B2B outreach
 - Help reshape how the next generation connects with work
 - Work directly with founders and be recognized for your impact
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How to Apply

Tell us why you're excited about appie and this opportunity. **Share via email:**
hello@getappie.com

Join us and help reimagine how the next generation gets hired. Let's make job searching fun again — or at least less lame!

