

**Job Title:** Sales Development Representative

**Location:** United Kingdom/Remote

**Department:** Sales

**Reports to:** Sales Director



**Job Summary:**

We are looking for a dynamic and results-driven **Sales Development Representative (SDR)** to join our expanding team. In this role, you will work closely with our sales and marketing teams to identify and nurture potential customers.

You will be responsible for generating leads, engaging with prospects, and setting up high-value sales conversations. You will play a key role in accelerating our sales efforts and contributing to our company's growth.

**Key Responsibilities:**

- Identify and research potential customers within our target market.
- Engage with inbound and outbound marketing leads via phone, email, and LinkedIn.
- Qualify leads and schedule meetings for the sales team.
- Collaborate with marketing to optimise lead generation efforts.
- Maintain accurate records in our CRM system.
- Continuously improve outreach strategies and messaging.

**Qualifications and Experience:**

- Experience in sales, customer service, or lead generation (B2B SaaS experience a plus).
- Strong communication skills and a proactive attitude.
- Ability to build rapport quickly and understand customer needs.
- Organised, self-motivated, and results-oriented.
- Familiarity with CRM systems and sales automation tools is a bonus.

**Benefits:**

- Competitive base salary and performance-based incentives.
- Ongoing training and professional development opportunities.
- Career progression within a growing SaaS company.
- Collaborative and supportive work environment.

If you're eager to start or grow your career in tech sales and want to be part of a fast-growing company making an impact, we'd love to hear from you!

