

Job Opportunity: Sales Development Representative (SDR)

Location: United Kingdom or Ireland (Remote)

Department: Sales

Job Type: Full-Time

Reports to: Sales Director

Join Tranzaura – Driving Innovation in Fleet Management

Tranzaura is a fast-growing provider of Fleet Management and Intelligence software, transforming how organisations manage vehicle compliance and operational efficiency. We're looking for a motivated and ambitious Sales Development Representative (SDR) to fuel our growth by generating and qualifying leads that convert into long-term customers.

This is a fantastic opportunity for someone who thrives in a fast-paced environment and wants to kickstart or advance their career in SaaS sales while contributing to the digital transformation of the transport industry.

What You'll Do:

- Research and identify prospective customers in the fleet, transport, and compliance sectors.
- Reach out to leads via phone, email, LinkedIn, and other outreach channels.
- Qualify prospects against defined criteria and schedule discovery calls for the sales team.
- Collaborate with marketing to optimise lead-generation campaigns and messaging.
- Maintain accurate records of all prospect interactions in the CRM system (HubSpot).
- Share feedback on lead quality, market trends, and campaign performance.
- Consistently achieve and exceed monthly and quarterly lead conversion targets.

What We're Looking For:

- 2+ years of experience in sales, business development, or lead generation (SaaS/B2B a plus).
- Excellent communication skills with the ability to engage prospects and build rapport quickly.
- Strong research and problem-solving skills to identify opportunities.
- Resilient, self-motivated, and target-driven with a strong work ethic.
- Comfortable handling objections and maintaining persistence in outreach.
- Experience using CRM platforms (HubSpot preferred).

What You'll Get:

- Competitive base salary plus uncapped commission structure.
- Comprehensive onboarding, ongoing training, and clear career development pathways.
- A dynamic, collaborative, and supportive team culture.
- The opportunity to be part of a company that's redefining fleet management and compliance across the UK and beyond.

Ready to accelerate your sales career with Tranzaura?

Apply [here](#) and join a forward-thinking team that's shaping the future of fleet management.