

We're looking for a Sales Development Representative (SDR) to progress their career with us. We are big believers in developing people to become the talents we know they can be. With people moving upwards, sideways and even jumping across departments, the opportunity for development here is real.

We are a marketing technology platform working with top online B2C brands across retail, travel and financial services. We are privately owned and have circa 100 employees.

We give our teams the 'Freedom To Choose', meaning you can choose to work virtually, at our office, or a bit of both, you have the freedom to choose what suits you best.

## About the role

The Sales Development Representative (SDR) is a key part of our Growth Team. The team are made up of Sales, Marketing, Pre-sales and Consultancy who collaborate closely to attract new brands and convert them into happy, long-standing clients.

Our SDR's identify new leads and qualify those sourced from marketing activity or inbound enquiries. This detailed process enables us to nurture leads and for you to convert them into meetings and new sign-ups.

You'll use technology like HubSpot and other sales support tools to create attraction and nurture campaigns and build a comprehensive database of prospects. You'll also research and map different sectors to build up a knowledgebase of different target markets.

Here's a taster of some of the things you will be doing in the role:

- Identifying and creating new, qualified sales opportunities by proactively cold calling, emailing, social selling, networking and following up warm leads from Marketing.
- Researching potential prospects before making contact to ensure relevant messaging.
- Nurturing leads into sales opportunities through active communication with contacts.
- Managing your pipeline through good use of HubSpot CRM.
- Setting qualified appointments for the senior members of the sales team
- Attending and representing RedEye at industry and RedEye specific events.
- Achieving a monthly target.
- Acting as the first point of contact with prospects conducting business in a professional and proactive manner.

## About you

We're looking for someone who has previous outbound B2B solution selling experience, as part of a multi-step process. We will reward your hard work with an attractive commission structure and with the support of our Senior Sales Managers, help you progress into a Business Development Manager role. To succeed in this role, you will need:

- Prior B2B solution selling/prospecting experience in a multi-step process.
- Experience of working to and meeting targets.
- Personal drive and persistence to attract new brands.
- To be a self-starter with a structured approach to your work.
- A desire to learn and grow in the sales field.
- Working knowledge of Microsoft Outlook, PowerPoint, Word and Excel packages
- Experience of using a customer relationship management (CRM) software (Ideal)

If this sounds like you, then we would love to hear from you.

Please send us your CV via the Careers page.