

Sales Development Representative

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Company: Dhillons Digital Marketing

Location: United Kingdom

Category: other-general

Position: Sales Development Representative (SDR). Company: Dhillon's Digital Marketing. Location: Remote. Salary: £22,000 + Commission (OTE: £30,000). About Us: Dhillon's Digital Marketing is a results-driven search engine optimisation (SEO) agency specialising in serving e-commerce brands. We pride ourselves on delivering tailored strategies and tangible results that help our clients thrive in the digital landscape. With a focus on innovation and collaboration, we are dedicated to staying ahead of industry trends and driving growth for our partners. Job Description: We are seeking a motivated and ambitious Sales Development Representative (SDR) to join our growing team. As our first in-house hire, you will play a pivotal role in driving business growth by generating qualified leads and booking meetings. Responsibilities: Conduct outbound prospecting activities, including cold calling, emailing, and LinkedIn outreach, to identify and engage with potential clients. Qualify leads and effectively communicate our value proposition to prospects, showcasing our expertise in search engine optimisation and digital marketing. Schedule meetings and appointments, maintaining a steady pipeline of opportunities to drive revenue growth. Collaborate closely with team members to optimise sales processes and strategies, leveraging insights to enhance prospecting efforts. Keep accurate records of all prospect interactions and activities, ensuring data integrity and timely follow-up. Requirements: Previous experience in a sales or business development role, preferably within the digital marketing or e-commerce industry. Proven track record of meeting or exceeding sales targets and KPIs. Excellent communication and interpersonal skills, with the ability to build rapport and establish relationships with key stakeholders. Strong organisational skills and attention to detail, with

the ability to manage multiple tasks and priorities effectively. Self-motivated and results-oriented, with a passion for driving business growth and delivering exceptional customer service. Proficiency in CRM software (e.g., Salesforce, HubSpot) and Microsoft Office suite. Benefits: Competitive salary and performance-based incentives. Opportunity for professional growth and advancement within a fast-paced and entrepreneurial environment. Flexible work arrangements, including remote work options. Access to training and development resources to enhance your skills and expertise. Joining a supportive and collaborative team that values creativity, innovation, and continuous improvement. How to Apply: If you are a proactive and driven individual looking to take your sales career to the next level, we want to hear from you! Please send your CV to morgan@dhillonsdigitalmarketing.com and a brief cover letter outlining your relevant experience and why you are interested in joining Dhillon's Digital Marketing.

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