

Sales Development Representative

[Apply Now](#)

Company: SmartRecruiters

Location: United Kingdom

Category: other-general

This vacancy has expired

This doesn't mean the journey ends here. Click below to continue your new career path.

Posts Why us

Job description

Candidate must be located in:

Remote - United Kingdom

We are currently looking for an EMEA based Sales Development Representative to join our global Sales Development team . In this role, you will work with up to three Account Executives to create potential business opportunities for us to sell our products to enterprise and small business corporations.

What you'll deliver:

Take charge of driving our top-of-funnel sales pipeline. You will own discovering, qualifying, and nurturing new business leads using cold calling and email/ social media/ marketing campaigns.

Engage prospects in meaningful conversations, identify their requirements and effectively communicate the value proposition of our products. Set up appointments for our account executives to further nurture and close deals.

Seek out leads, map accounts, and build creative/ comprehensive account strategies including but not limited to: Building outreach sequences/messaging, identifying and mapping out personas by implementing multi-touch campaigns using a combination of

channels such as email, phone calls, social media and other relevant mediums to maximize prospect engagement and response rates.

Pipeline Management: Document and manage all interactions and information accurately in Salesforce. Maintain an organized pipeline of prospects, track progress, and ensure timely follow-up.

Creative messaging: Develop and execute innovative and engaging messaging strategies to capture the attention of prospects and generate interest in our products and keep up to date on CTAs, Subject lines and different methods to gain access to key decision makers.

Exude passion about learning all there is to know about sales: our industry, our client, our target buyer, to learn the history of the industry, our target buyer, best practices for qualifying prospective clients, and more.

Become an expert at using lead generation tools (Salesforce, Outreach, ZoomInfo) and LinkedIn Sales Navigator to find contacts and extract lead lists.

Collaborate to accelerate the sales cycle, and be a true partner to our Account Executives so they can close more deals.

Professionally and powerfully represent the SmartRecruiters mission, brand, and values during every customer interaction.

Commit to improving every day. As a member of our Sales Development team, you will have access to continued coaching and support as you grow professionally.

Company Description

SmartRecruiters is a values-driven, global-minded, and well-funded tech employer on a mission to connect people to jobs at scale. As a global leader in enterprise recruitment software, SmartRecruiters offers a cloud-based global Hiring Success platform that allows teams to attract, select, and hire the best talent. 4,000 companies worldwide rely on SmartRecruiters to achieve hiring success—including brands like Bosch, LinkedIn, Skechers, and Visa—using recruitment marketing, CRM, AI, ATS, and a marketplace of 600+ connected vendors all within one scalable platform.

SmartRecruiters was recognized by Forbes as one of the Best Employers in 2020. We are

proud to offer a collaborative, diverse, and remote-friendly work environment, as well as competitive salaries and generous equity. We believe in promotion from within, so high performance can lead to upward mobility. Needless to say, we make sure you're taken care of. Our inclusive office environment welcomes and respects all.

Qualifications

English speaker- both written and verbal; plus for bilingual in French

At least 2 years of professional sales experience, in a Business to Business corporate environment, to be able to talk confidently on when and how you have worked with business' that have over 5000 employees

At least 1 year experience as an SDR or similar role (cold calling, prospecting experience preferred)

Expert level listening skills, the ability to tell a captivating story, and proven interpersonal, written, and verbal communication

Able to think on your feet, change direction quickly, and not take rejections personally

Confidence and comfortability communicating with Managers, Directors, VPs, and C-level Executives. Broadly speaking, you should have an aptitude for building relationships while overcoming objections

Self-disciplined with the ability to prioritize, manage time effectively, thrive in a remote environment, and know when to ask for help

Detail oriented and able to conduct thorough research on potential customers, industry trends, and competitive landscapes using sources such as annual reports, news articles, industry publications and social media platforms.

Can receive and immediately implement feedback, with a genuine desire to be better than you were the day before

[Apply Now](#)

Cross References and Citations:

- 1. Sales Development Representative SupervisorjobsJobs United Kingdom
Supervisorjobs ↗**
- 2. Sales Development Representative Searchcanadajobs Jobs United Kingdom
Searchcanadajobs ↗**
- 3. Sales Development Representative Recruitmentjobs Jobs United Kingdom
Recruitmentjobs ↗**
- 4. Sales Development Representative HongkongjobsJobs United Kingdom
Hongkongjobs ↗**
- 5. Sales Development Representative Germanyjobs Jobs United KingdomGermanyjobs ↗**
- 6. Sales Development Representative PsychologistjobsJobs United Kingdom
Psychologistjobs ↗**
- 7. Sales Development Representative DublinjobsJobs United KingdomDublinjobs ↗**
- 8. Sales Development Representative Jobsinsaudiarabia Jobs United Kingdom
Jobsinsaudiarabia ↗**
- 9. Sales Development Representative Investmentbankerjobs Jobs United Kingdom
Investmentbankerjobs ↗**
- 10. Sales Development RepresentativeWashingtondcjobs Jobs United Kingdom
Washingtondcjobs ↗**
- 11. Sales Development RepresentativePresidentjobs Jobs United Kingdom
Presidentjobs ↗**
- 12. Sales Development RepresentativeWarsawjobs Jobs United KingdomWarsawjobs ↗**
- 13. Sales Development RepresentativeAccountantjobs Jobs United Kingdom
Accountantjobs ↗**
- 14. Sales Development RepresentativeUzbekistanjobs Jobs United Kingdom
Uzbekistanjobs ↗**
- 15. Sales Development RepresentativePolandjobs Jobs United KingdomPolandjobs ↗**
- 16. Sales Development RepresentativeViennajobs Jobs United KingdomViennajobs ↗**
- 17. Sales Development RepresentativeHealthcarejobsnearme Jobs United Kingdom
Healthcarejobsnearme ↗**

18. Sales Development RepresentativeBlockchainjobs Jobs United Kingdom

Blockchainjobs ↗

19. Sales development representative Jobs United kingdom ↗

20. AMP Version of Sales development representative ↗

21. Sales development representative United kingdom Jobs ↗

22. Sales development representative Jobs United kingdom ↗

23. Sales development representative Job Search ↗

24. Sales development representative Search ↗

25. Sales development representative Find Jobs ↗

Source:<https://uk.expertini.com/jobs/job/sales-development-representative-united-kingdom-smartrecruiters-a04813ab8b/>

Generated on: 2024-05-02 by [Expertini.Com](https://www.expertini.com)