



JOB DESCRIPTION:

Sales Development Representative

Job Title:

Sales Development Representative

Main Purpose of Job:

We're looking for a results-driven sales development representative to actively seek new business opportunities, engage and build relationships with potential customers. You will provide complete and appropriate solutions for every potential customer to boost top-line revenue growth, customer acquisition levels, and profitability.

Responsible to:

Head of Sales / Business Development Manager

Main Tasks of Job:

- Research, identify and prospect for new customers.
- Outbound sales prospecting to generate new leads, always proactively seeking new business opportunities in the market.
- Contact potential prospects through cold calls and emails, reaching out to all potential leads and promptly follow up with those that have enquired.
- Qualify and disqualify leads by asking prepared questions during the calls.
- Identify prospect's needs and suggest appropriate products/services.
- Build long-term trusting relationships with prospects to qualify leads as sales opportunities.
- Manage and maintain a pipeline of interested prospects and engage with managers for next steps.
- Set up quality meetings, appointments or calls between (prospective) customers and sales managers.
- Identify best practices to refine the company's lead generation playbook.

- Utilise HubSpot, cold calling, and email to generate new sales opportunities.
- Report to sales manager with weekly, monthly, and quarterly results.

Requirements and skills

- Good knowledge of the Automotive industry, sales process and competition
- 2-3 years Sales Experience with history of exceeding targets
- Hands-on experience with multiple sales prospecting techniques like cold calling, cold emailing and social outreach
- Track record of achieving sales quotas
- Ability to excel at researching leads
- Prospecting skills
- Art of listening to understand the need
- Product knowledge
- Confidence with starting new relationships
- Ability to pick things up quickly / quick learner
- Strong communication skills via phone and email
- Experience working with a CRM
- Excellent negotiation skills
- Ability to deliver engaging presentations
- Time management skills
- Driving licence and car

Benefits:

- 25 days annual leave
- Buy & sell up to 5 days annual leave
- Birthday days off
- Hybrid working
- Competitive Package