

Sales Development Representative (SDR)

Date: 04-Jan-2023

Company: Webtrends Optimize

Want to take your career to the next level? Come and join an award-winning UK technology company.

Webtrends Optimize is a leading vendor in the digital Experimentation and Personalisation space, providing #1 rated service to companies like Odeon Cinemas Group, Prettylittlething and Thomas Cook as we look to improve their onsite and in-app experiences.

Having grown over 40% year on year, life at Webtrends Optimize is full of opportunities. We support self-service customers as well as providing an all-encompassing fully-managed service, as well as customers in-between, and work alongside some of the most exciting digital agencies. We can offer you the chance to create, learn and innovate; and also offer a flexible benefits package with a range of options to match your lifestyle.

Position Description

Reporting directly to the VP of Partnerships & Demand and will be required to work closely with the Commercial Director and the individuals within this structure. This role is responsible for Identifying and qualifying new sales opportunities.

Primary Responsibilities

- Identify and qualify new sales opportunities for the Webtrends Optimize Sales Team
- Use a consultative selling approach to gather prospect needs and set up intro/demo calls
- Work with dedicated Webtrends Optimize Account Execs to identify ongoing strategic targets
- Demonstrate value of our offering through phone calls, email, LinkedIn & other social mediums
- Research of target companies
- Research of identified competitor's clients
- Expected to hit key monthly booking targets, KPIs and business objectives

Interaction

This position is both externally and internally facing. The successful candidate must be able to build and maintain strong and professional working relationships internally with members of the Webtrends Optimize team, and externally with clients, prospects and partners.

Required Skills & Experience

- 12 months minimum of sales experience, with a history of exceeding targets
- Excellent written and verbal communication skills
- Proven creative problem-solving approach and strong persuasion skills
- Strong desire to network and engage with targeted businesses
- Good time management and organisational skills
- Good telephone etiquette and computer literacy skills.

Preferred Skills & Experience

- Familiar within LinkedIn, Sales Navigator and have experience within a CRM system
- Have prior experience as an SDR with a proven track record of achieving sales quotes
- Familiar with SaaS/Tech Industry leaders and technologies

Working Conditions

- The position will be fully remote/home working
- Travel is minimal
- The job involves extensive time working at a computer
- Candidate must pass background check

Position Type

- Regular/Permanent, Full-time