

SessionCam SDR Role (Sales Development Rep) – Based in UK

1pm - 9pm

Targeted 10 (6 min) SQLS per month.

Slower, intelligence based selling, using a mixture of LinkedIn, Emails, and calls.

Extremely unique product (Machine Learning driven UX/CR optimization)

Req. Tenacious, driven, intelligent people - all training and product knowledge development provided.

Objectives:

- Work in a fast-paced environment to acquire new customers, increase the revenue growth for SessionCam, and make sure all aspects of a closed deal meets the requirements of both the client and the company.
- Responsible for ensuring that both your own sales targets and those of your team are met and exceeded.

Responsibilities:

- Identify and create new and qualified sales opportunities by proactively cold calling, emailing and networking
- Convert leads to sales opportunities by maintaining active communication via phone and email
- Qualify prospects by profiling the account to overcome objections and then set appointments for the Enterprise Sales team to take the process to a successful close
- Achieve monthly target of qualified demos booked
- Act as the first point of contact with new clients conducting business in a professional and proactive manner
- Educate potential clients about the terminology, features and benefits of SessionCam
- Follow-up with old leads and help with re-engaging old opportunities in our database
- Develop and manage a consistent pipeline of qualified sales opportunities through good use of Zoho.
- Keep impeccable records on SessionCam's CRM solution.
- Handover the closed opportunity to an Inside Sales Rep.

Target:

- Monthly target of generating 6 Sales Qualified Leads.

Requirements:

- Ideally you will have some form of B2B sales experience or experience in making outbound sales calls preferably from within a SaaS business
- Strong phone presence
- A strong desire to have a career in sales
- Motivated by a target driven, high energy sales environment
- The ability to quickly build effective relationships
- Excellent verbal and written communications skills
- An entrepreneurial spirit with a can-do positive attitude
- Be extremely well organised and know how to prioritise
- Experience with Zoho is desired but not essential