

Sales Development Representative

Are you a true hunter, skilled at identifying and winning new business opportunities?

Do you have a proven track record of nurturing and developing relationships with key stakeholders, developing opportunities within target markets and new partnerships?

If so, Quanta want to hear from you!

We are currently recruiting for a Sales Development Representative.

Summary of position: To book appropriate meetings with the right people for the Business Development Manager, enabling them to grow their accounts for Quanta's new business growth.

Job Title	Sales Development Representative
Department	Sales/ Growth Team
Reports to	Kerrie Radburn, Business Development Manager
Hours of work	08:30-17:00 Monday to Friday
Place of work	Quanta Office in Worcester / possibly hybrid working and/or work from home
Package extras	Free Parking at Worcester, fully stocked staff kitchen, cycle to work scheme.



Primary Responsibilities

- Maintain and update accurate data fields and dialogue reports in the CRM database and other sales systems.
- Understand the importance for KPI's to focus on contact ratios and meetings ROI
- Achieve acceptable sales Key Performance Indicators (KPI's) as specified by the marketing team.
- Understand Quanta's services and solutions and effectively communicate them.
- Be directed by marketing to book 40 meetings a month for the business development manager.
- Create professional emails with accurate information.
- Consultative relationship builder.
- Identify key decision makers and new relevant contacts.
- Take training and coaching, passing any given tests and apply knowledge effectively.
- Plan time to be as effective as possible and organise workload.

Professional Specification

	Essential	Desirable
Qualifications and Training	GCSE Math's and English	Further or Higher Education Award MS Office skills
Experience	Minimum 12 months in a similar role in a B2B environment	2-5 years' experience in a similar role. B2B experience



General Ability

Essential	Desirable
Communicate effectively in all mediums	Have a team focus bias but be able to work independently
Be able to take instruction and work with a degree of initiative and autonomy.	Ability to listen and follow instructions accurately
Be of smart appearance at all times in connection to work.	Be reliable at all times in connection to work.

