



## We're Hiring: Sales Development Representative (SDR)

It's time to change the world of sales and marketing – and we're looking at you

We're looking for a full-time Sales Development Representative (SDR) to play the critical role of establishing and retaining business growth opportunities: obtaining new clients and fostering business relationships to increase revenue.

### What we do:

We're helping businesses adopt the new normal and futureproof their business by investing in the right sales, marketing & CX technology stack. We partner with the world's leading marketing, sales enablement and customer experience SaaS providers.

Incorporating this into our approach to web design, inbound marketing, sales and service that deliver month-on-month growth.

### Daring, innately curious, and tenacious – does that sound like you? Then take a closer look...

As our SDR you'll head up sales development for Pixel Lab to create viable high-quality opportunities to continuously fill the sales pipeline. The successful candidate will research prospective customers, nurture inbound leads, create outreach strategies and identify sales opportunities. A key part of the role is conducting exploratory conversations with potential customers and using your business acumen to identify how our digital marketing services help businesses to grow.

In order to succeed in this team, you must have the passion and energy to work in an entrepreneurial and fast paced environment.

### We're looking for someone who:

- Has previous successful sales experience OR a strong desire to begin a sales career
- Has a background in recruitment or software/tech sales (a plus, but not essential)
- Has an understanding of tech, digital marketing sales enablement and web design
- Knows how to turn leads into meetings
- Possesses a keenly developed competitive nature BUT aims to help and not pitch
- Has excellent oral and written communication skills
- Has the ability to adapt and deliver presentations tailored to the audience needs
- Has strong problem-solving skills and the technical aptitude to master our sales tools
- Is able to prioritise and time manage
- Responds at lightening-speed
- Is seen as a trusted advisor

### In This Role, You'll Get To

- Work collaboratively with our Channel Account Managers at HubSpot, Vidyard, Turtl & Drift to develop and implement appropriate prospecting strategies
- Conduct high volume prospecting (40+ activities per day) to qualify leads through calls, face-to-face networking, events and presentations, emails, video and social media
- Schedule marketing assessments and discovery meetings for directors to further assess a prospect's business potential
- Manage and track all sales activities in the HubSpot Platform
- Help seed funded start-ups/mid-sized/large corporates in the SaaS/Tech, Finance, Professional service verticals realize the potential of a digital first world and the benefits of inbound marketing, sales enablement & training and growth web design
- Set yourself up for a successful career by learning the necessary fundamentals to be a great SDR, salesperson, leader, and executive
- Get a mini-MBA! You'll learn how a variety of businesses operate, what challenges they face, and how technology can dramatically improve their businesses and employees' lives

### What's in it for you?

- Base salary + commission from the projects acquired
- HubSpot/Vidyard/Drift/Turtl sales training and ongoing support from sales experts to further your career
- Opportunity to enhance your own personal/professional brand
- Chance to grow and expand your network
- Be a key part of our growth story

### Apply now

We're looking for an immediate start, so here's your first opportunity to demonstrate your lightening-speed responsiveness. Email your CV and covering letter (no boring template letters please, we won't read them – instead make us smile) to:

lee@pixel-lab.uk