



## Job Specification

**For: Sales Development Representative**

Ref: VR/01330

### Job Description

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£22K (plus £3K OTE) + Great Benefits  
Chatham, Kent

A great opportunity for a Sales Development Representative to join a collaborative, dynamic and expanding business development team within a unique training company based in Chatham, Kent. Are you an enthusiastic and committed individual looking to develop a career in sales or a graduate looking for the first step on the career ladder? Do you have strong communication skills, the ability to listen actively and a thirst for success?

This organisation is an award-winning company, experiencing substantial growth, and requires additional Sales Development Representatives to join its sales team.

Excellent benefits which include:

- £22K basic plus c£3K OTE
- Six weeks paid holiday (plus bank holidays)
- 37 hours per week, Monday to Friday
- Generous contributory pension
- Funding for continuous professional development and personal growth
- Mental Health and Wellbeing support
- Private healthcare
- Cycle to work scheme
- Hybrid working options

As experts in the design, delivery and assurance of training we are passionate about the success we deliver for our learners, our partners, and local communities. We empower our people to be ambitious, solution-focused, proactive, and creative thinkers putting our company values at the heart of everything we do. We deliver a wide portfolio of services across multiple complex sectors, from Defence to Construction and provide training in areas such as Leadership, Project Management and Sustainability. We are growing at pace and expanding our teams to help us achieve our vision, to be the UK's most innovative training design and delivery partner, trusted by our customers to prepare them for tomorrow.

The Sales Development Representative will play a crucial role in driving and achieving sales growth through;

- Managing, qualifying and responding to inbound leads and nurturing them through to closed deals.
- Outbound prospecting through targeted co-ordinated telesales and email campaigns.
- Nurturing new and existing clients by developing relationships and providing

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solutions to client requirements.

- Working collaboratively with colleagues in marketing and delivery sectors to develop a deep understanding of our products and services.
- Monitoring and driving performance through reporting and CRM maintenance.

Additional experience to support your application:

- High level of motivation and results driven competitive mindset
- Strong interpersonal skills with the ability to work as a team or independently and at pace
- Strong organisational and time-management abilities
- Proficiency in utilising Microsoft Office 365

Full Job Description is available on request.

The company is committed to creating a diverse and inclusive workplace, all applications will be considered. We provide support through our Mental Health First Aid and Coaching and Mentoring schemes, we are accredited Investors in People, ISO accredited we have a Gold Award in the Medway Healthy Workplaces Programme and have won several Health & Safety awards.

Closing date – 2<sup>nd</sup> August 2024 although this is subject to change subject to market conditions.

Armed Forces Covenant – We offer guaranteed interviews to military veterans if they meet the selection criteria.

All posts are subject to a Disclosure and Barring Service application. The company follows the DBS Code of Practice.

Compiled by : **Fiona Louch**  
Compiled on : **07/15/24**

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