

Summary

ExpenseIn, the trading name of Mobile Dynamics Ltd, is seeking a Sales Development Representative to support the UK's leading cloud-based expense management solution. ExpenseIn is an innovative, modern and rapidly growing company providing remote working in a fast-paced environment. You will be responsible for executing ExpenseIn's outbound strategy by using outreach tools to build and grow ExpenseIn's pipeline.

The role:

- Working closely with ExpenseIn's Sales Manager to run outreach campaigns via phone, email and social platforms
- Proactively research and seek new business opportunities through various channels such as LinkedIn Navigator to prospect target customers and actively social sell
- Have a clear understanding of target audiences, ideal customer personas and buyer personas
- Use platforms such as Cognism, Apollo, Lusha etc. to find prospects within the target audience to proactively cold call and reach out via email
- Hold consultative discovery meetings with prospects to qualify them as well as identify prospect requirements, pain points and key business drivers
- Smoothly transition qualified leads to ExpenseIn's inbound Sales colleagues, providing clear customer communication throughout
- Maintain a high level of competitor and market awareness, as well as ExpenseIn products and wider industry-related knowledge
- Build, track and maintain pipeline using a CRM system to forecast opportunities effectively
- Provide regular updates and reports to the Sales Manager on pipeline progress
- Working closely with Sales Manager to identify missing sales collateral and propose additional material

The person:

- Must have a high degree of organisational skills including prioritisation, scheduling and time management
- Demonstrate exceptional interpersonal and influencing skills
- Be self-motivated with a strong desire to succeed
- Should be tenacious and open to new challenges
- A high level of emotional intelligence with the ability to adapt approach
- Demonstrate excellent verbal and written communication skills