

Candidate Brief

Sales Development Representative – Learning Solutions



About us

For more than two decades we have been developing training solutions for the corporate sector, healthcare, universities, business schools and EdTech sector.

Our purpose is to improve people's lives through training. This guides all our decisions, from the creation of our products to the relationships we develop with our customers.

Our mission is clear: to become a world leader in the online training sector.



About the role

Title: Sales Development Representative (SDR) (LS)

Location: Leeds (Hybrid)

Salary: From £24,000 D.O.E

Hours: 37.5

Space: Business, Sales

Key Responsibilities:

The purpose of this role is to contribute to the Sales Team's sales targets through proactively responding to incoming sales enquiries, generating new business opportunities, and supporting existing customers encouraging increase in lifetime spend. The Sales Development Representative will offer professional and knowledgeable advice about Netex products and services with the aim of maximising the value of their sales and overall customer value.

About the candidate

Required:

- Strong written and verbal communication skills
- Active listening skills
- Good commercial understanding and business acumen
- Tenacity and resilience
- CRM experience
- Sales tools and email management tracking software experience
- Solution focused approach
- Experience in a product sales environment (B2B)

Desired:

- Experience securing order values of between £3-15K

Personal Attributes:

- Strong interpersonal and people skills
- Good organisation and prioritisation skills
- Motivated and proactive approach
- Ability to function as part of a team
- Commitment to diversity and equal opportunities



Working with us

Culture

- Clear values
- Social Activities
- Honesty and Integrity
- Regular Communication
- Supportive Teams

Career

- Internal Training
- External Training
- Ongoing PDP's
- Succession and career development

Compensation

- Competitive Salaries
- Transparent and fair pay
- Annual pay reviews

Benefits

- Access to content
- EAP
- Health cashback plan
- 4X Life assurance
- Paid Sick leave

Work Environment

- Recognition
- Role Definition
- Autonomy
- Flexible Working
- Growing Business
- Casual Environment

How to apply

If you have any further questions relating to the role or the recruitment process, please email:

Sam.Mawson@Netexlearning.com

To apply for this role please email a cover letter and an up-to-date CV as well as where you heard about the role to:

Careers@virtual-college.co.uk

