



SDR (Sales Development Representative)

Our client a leading software company is seeking a SDR.

Responsibilities

- Support specific marketing campaigns by conducting outbound calls to set up appointments for business development managers
- Nurture bullseye prospect accounts and move them from marketing qualified leads to sales qualified leads
- Webinars: work closely with marketing to organise target contact lists prior to events, tag in HubSpot, liaise with sales team and conduct outbound calls to set up appointments
- Work collaboratively with sales to initiate lead generation and manage appointment settings
- Coordinate and ensure rep makes appointments
- Follow up on direct leads generated via the website
- Research and develop relationships with pre-identified contacts in target companies
- Database Management
- Maintain the integrity of the HubSpot database by updating obsolete information as you find it.
- Input new contact data as necessary to HubSpot from conferences, webinars, LinkedIn research, etc
- Social Media
- Utilise LinkedIn to nurture relationships with bullseye accounts
- Share relevant content with these contacts where appropriate

Experience / Qualifications

- 1+ years lead generation experience ideally over the phone
- Accredited sales training would be highly advantageous
- Excellent communication skills and ability to demonstrate the proposition over the phone
- Naturally target driven and sales oriented
- Bubbly personality with professional phone acumen
- Good computer literacy skills and knowledge of Hubspot and LinkedIn Sales Nav an advantage

Our Reference SG337

Partnering with PRC Recruitment we will provide you with unrivalled support to help you make the right decision in making your next career move. As standard, we review your CV and offer you advice on how to make you attractive to employers. We will provide you with the necessary interview preparation giving you a unique insight into how to prepare for your interview. Our consultants will guide you and manage the recruitment process allowing you to focus on securing the position. We do not want to waste your time so our honest and frank approach has gained us the reputation of being reliable and trustworthy recruitment company. Candidates with the required skills and necessary experienced in required for this job vacancy will be contacted. If you are job, seeking and you want us to register your CV please send your CV to jobs@prcrecruitment.ie

PRC Sales Recruitment

Email: jobs@prcrecruitment.ie Web: www.prcrecruitment.ie



By applying, you are giving consent for PRC Recruitment to contact you about this job. We collect your data for recruitment purposes only and will retain it for the duration required as outlined in our privacy policy. All CVs are kept confidential and will not be submitted to any clients without your knowledge and consent. Please note that due to the expected high volume of applications we can only reply to applicants suitable for the position. Any queries relating to this please contact the company via its privacy policy on our website.

PRC Sales Recruitment

Email: jobs@prcrecruitment.ie Web: www.prcrecruitment.ie