

## Job Description

# Sales Development Representative

## About Clientshare

- We are a London based B2B SaaS company, launched in 2017, that helps suppliers retain their most precious asset – their customers.
- Clientshare has two products, Clientshare Premium and Clientshare Pulse.
- Clientshare Premium is a private, secure platform for suppliers to evidence Service and Contract Governance for their most complex clients.
- Clientshare Pulse is a workflow tool for suppliers to deliver business reviews, get feedback from clients and manage risk.
- Our vision is to become the market leader in contract and service governance tools, used by enterprise and SME suppliers across industries and across the globe.

Our existing clients include global brands like Telefonica Tech, Impellam, Compass, and Mitie.

## Why Clientshare

We have an exciting opportunity for a Sales Development Representative (SDR), based at our office near Liverpool Street, London. This role offers a unique opportunity to be an integral part of a rapidly growing business. We are client-obsessed, genuine, and results-focused in everything we do, and we have a lot of fun celebrating our achievements.

## About the Role

An SDR is responsible for generating interest in Clientshare's products and booking meetings with prospects through a tried and tested approach. The SDR will contact prospects directly through a structured cadence that uses several mediums of communication such as email, phone, LinkedIn, and video. The successful candidate will have the chance to make a real difference, and the role will offer new challenges every day. Highly motivated, flexible, and organised candidates will find this position hugely rewarding.

## Responsibilities

- Booking sales meetings for the senior sales team.
- Manage multiple prospective clients in multiple cadences, utilising the Hubspot CRM.
- Support the Head of Demand Generation to deliver the agreed goals for both products; this will involve strategic planning and a close working relationship.
- Support the Sales Team. This includes a full break down of the opportunity, how the opportunity came around, and anything further to help close the opportunity.
- Analyse the Demand Generation processes and make recommendations to ensure continued process improvements.

## Minimum Qualifications

- Fluent in English with exceptional verbal communication skills, especially over the phone.
- Attention to detail, organisational skills, and experience with data coupled with a positive, polite, and can-do attitude. Strong skills in core Microsoft Office tools.
- Bachelor's degree

## Preferred Qualifications

- Sales experience, preferably at least 6 months minimum, a working knowledge of Hubspot CRM, and a familiarity with a SaaS enterprise software environment.

## Salary Expectations and Benefits

- Salary: 25-30k (dependent on experience) and OTE: 40-45k.
- Monthly commission plan.
- Opportunity to join the employee share scheme.
- Hybrid working offered.
- Clear progression path to Senior Sales role supported by training.

## How to apply

Please send a covering letter and your CV to [james.ward@myclientshare.com](mailto:james.ward@myclientshare.com)

Tell us a bit about yourself, what interests you, what you enjoy and why you're looking for a role like this.