Sales Development Executive

CyberLab are currently looking to recruit a Sales Development Executive to join their expanding Cyber Division.

This role requires a driven and passionate individual, with previous experience within a sales position.

*"a **great** place to work, a **great** place to be a customer"*

The Role:

- Outbound lead generation – Identifying, qualifying, and securing business opportunities

- Qualify and book in sales meetings and accurately logging all relevant information on our company portal

- Building great business relationships with potential customers

- Understanding customer needs and offering solutions and support; answering potential client questions and follow-up call questions

- Following up on leads from various sources and identifying opportunities

- Create your own route to market in Sales and develop lead generation with the support of Head of Marketing and Head of Cyber Sales

- Undertake and support the sales team in identifying, researching and establishing data lists to contact for mini targeted campaigns

- Work within our Marketing team to identify relevant material to assist in company campaigns and social media activity

- Shadow and support the sales team on customer meetings as part of your development

- Meeting and exceeding set KPIs for cold, active, appointments, and meeting to contribute towards overall team target

- Understanding the full range of Cyber portfolio and constantly developing your own knowledge

The Candidate:

- Experience of working in a sales role

- Good understanding of industry, product and solutions knowledge within the CyberLab portfolio

- Excellent and engaging communication skills

- First class interpersonal and influencing skills

- Ability to work towards targets and KPIs

- Ability to work as part of a team to contribute towards sales targets

- Ambitious and driven with sales orientated career goals

Why join CyberLab?

Diversity, equality, and inclusion is at the heart of our culture and we are passionate about our One Team spirit.

Our continued focus on growth creates opportunity for everyone to progress their career, to develop knowledge and skills, to gain reward and recognition and to maximise their potential. The growth and success of our people ensures the growth and success of our business.

We believe that "if you're not growing, we're not growing".

Salary details: Competitive basic salary, dependant on experience.
OTE: Up to £35,000

Benefits include:

- Health care support – UK Healthcare, flu jabs, onsite health screens

- Enhanced Pay: Maternity, Paternity, Adoption Leave and Shared Parental Leave

- Access to employee benefits, rewards and recognition platform, Perkbox. This gives you access to hundreds of 'Perks' with great discounts. Whether it be days out, your weekly food shop, a clothes shopping spree on the high street and many more.

- Hybrid working support – Allowance towards a home desk and chair

- Loyalty point scheme – allowing you to use your points to increase your benefits each year

- Access to our Future Fit benefits package – including Mental, Physical and Financial support

- 25 days paid holiday p.a. plus public holidays.

cyberlab

Find out more at cyberlab.co.uk

- Buy & sell Holiday scheme – 2 opportunities per year to buy or sell up to 5 holidays
- Additional holidays: Half Day Fridays and a Wellbeing Day
- £100 per year matched charity donation, plus payroll giving options

Hours: A standard week is 37.5 hours, Monday to Friday

At CyberLab we offer many flexible working options, and we have both full-time and part-time working hours available. We pride ourselves on being an inclusive employer, so if you want to find out more about our flexible working arrangements this can be discussed with your application.

Working location: Remote

Allowing you to enjoy the flexibility of working from home whilst also having the option to work from one of our many local hubs spread throughout the UK. Ad-hoc travel to offices within the group and other locations may be required on occasion.

Is CyberLab the place for you?

If you are looking for a career that brings exciting challenges and opportunities, then this is the place for you.

Please email your CV and covering letter to our Recruitment Department at: careers@cyberlab.co.uk.

Upon submission of your completed application, either through direct application or speculative, you hereby agree to the processing of your personal information as per the guidelines set out within our Privacy Policy and to allow for the seamless and secure processing of your information throughout our recruitment and hiring practices.