

# Sales Development Representative

## Are you a true hunter, skilled at identifying and winning new business opportunities?

Do you have a proven track record of nurturing and developing relationships with key stakeholders, developing opportunities within target markets and new partnerships?

### If so, Quanta want to hear from you!

We are currently recruiting for a Sales Development Representative.

Summary of position: To book appropriate meetings with the right people for the Account Managers enabling them to grow their accounts and exceed revenue targets.

Job Title	Sales Development Representative
Department	Sales/Marketing
Reports to	Managing Director
Hours of work	08:30-17:00 Monday to Friday
Place of work	Quanta Office in Worcester / possibly hybrid working and/or work from home
Package extras	Free Parking at Worcester, fully stocked staff kitchen, cycle to work scheme.



## Primary Responsibilities

- Maintain and update accurate data fields and dialogue reports in the CRM database and other sales systems.
- Understand the importance for KPI's to focus on contact ratios and meetings ROI
- Achieve acceptable sales Key Performance Indicators (KPI's) as specified by the marketing team.
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- Be directed by marketing to book 40 meetings a month for the account managers.
- Create professional emails with accurate information.
- Consultative relationship builder.
- Identify key decision makers and new relevant contacts.
- Take training and coaching, passing any given tests and apply knowledge effectively.
- Plan time to be as effective as possible and organise workload.

Ready to make a difference and advance your career? Apply now and join us in shaping the future of project management!

Please email your CV and salary expectations to [recruitment@quanta.co.uk](mailto:recruitment@quanta.co.uk)

No agencies.

[www.quanta.co.uk](http://www.quanta.co.uk)



## Professional Specification

	Essential	Desirable
Qualifications and Training	GCSE Mathematics and English.	Further or Higher Education Award MS Office skills
Experience	Minimum 24 months in a similar role with in a B2B environment	3-5 years experience in a similar role. B2B experience.
General Ability and Personal Attributes	Communicate effectively and articulately in all mediums.	Have a team focus bias but be able to work independently.
	Can take instruction and work with a degree of initiative and autonomy.	Ability to listen and follow instructions accurately.
	Be smart of appearance at all times in connection to work.	Be reliable at all times in connection to work.



## Why work for Quanta?

Quanta actively encourages personal growth and development promoting authenticity, resilience, emotional intelligence, kindness and collaboration. Here's what some of the team have to say about their experience with Quanta.

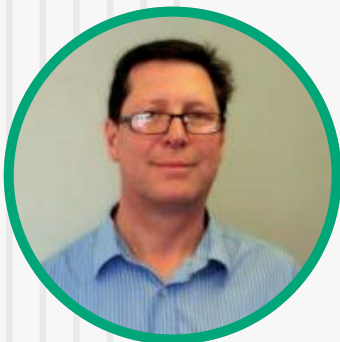
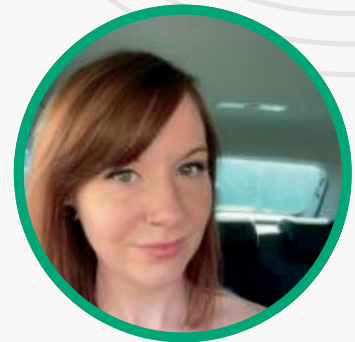


**Brian, Trainer**

**'I've worked for Quanta for over 6 years now. It's a place where I can grow and do my best work. Where the tools to do my best work are provided. A company where I can see the difference I make to our delegates, the company and to my colleagues. I cannot see myself working anywhere else.'**

**Kelly, Account Manager**

**'My personal growth has been amazing within my 3 years here. You are accepted for being yourself and your opinions count. There's a great mix of people and every day is varied. You really feel like you're making a difference and helping to improve workplaces with training and support. If you have an open mind and drive to excel in what you do, you'll do well here and have fun along the way!'**



**Martin, Trainer**

**'When I started at Quanta (16 years ago) it just felt like the right fit for me. Working for a company with real values that is committed to customers learning is an ethos that I agree with. The directors are hands on and there is a great atmosphere amongst all the staff. Quite simply the best company I've ever worked for.'**

**Rachel, Account Manager**

**'Working at Quanta has been like finding the extended family I never knew I needed. Personal growth and development is promoted as much as professional development. Coming to work and having fun... who wouldn't want that?'**



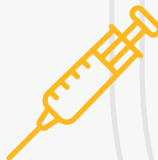
# Company Benefits



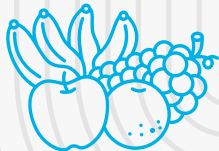
Cycle to Work Scheme



Free Eye Test



Free Seasonal Flu Jab



Free refreshments and fruit daily



Family friendly policies



Hybrid working (role dependant)



Additional holiday after 5 years' service



33 Days Annual Leave including bank holidays



Reservist policy



Free Parking



Company profit share scheme (for all staff not on a commission scheme)



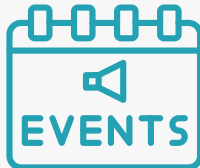
Commission Scheme (sales)



Personal / Professional development



Coaching, Mentoring, training Career development



Annual company social events



Company away days (hiking, canoeing etc)

