

**Job Title:****Sales Development Representative – TellUsFirst™****About the Company:**

TellUsFirst™ is a new solution offered by Customer Perceptions (leaders in providing consumer market research solutions since 1995). This is an innovative SaaS based platform to gather instant customer feedback for our clients. Having recently gone through a major development phase, we are now recruiting friendly, outgoing and competent salespeople to engage with Clients that have a need for our platform and actively sell our annual subscriptions.

We are a dynamic team of young working professionals who work together in delivering high quality, insightful solutions to our clients.

What You'll Do:

As a Sales Development Representative, you will be responsible for reaching out to potential customers via phone, email, or other means, and pitching our company's products or services (TellUsFirst). Your primary goal will be to convert prospects into customers and achieve sales targets. You will be expected to work independently, manage your own sales pipeline, and follow up on leads to secure new business.

- Contact potential customers via phone, email, or other means to introduce our company's products or services.
- Build and manage a pipeline of leads to ensure a steady flow of prospects.
- Follow up on leads generated through marketing campaigns, referrals, and other sources.
- Conduct product demos and presentations to interested prospects.
- Address customer questions and concerns and provide appropriate solutions.
- Close sales and achieve assigned targets.
- Document all sales activities in the company's CRM system.
- Stay up to date with industry trends, product developments, and competitors' activities.
- Participate in team meetings and share insights and best practices.
- Collaborate with other departments such as marketing, customer service, and operations to ensure customer satisfaction.

Role Requirements:

- Outgoing, bubbly personality with strong interpersonal skills.
- Excellent communication skills and phone manner.
- Results-oriented mindset and self-motivated.
- Time management and organizational skills.
- A strong team player and ability to work unsupervised.
- Experienced and competence in using Outlook, Excel, Word, and PowerPoint.
- Thick-skinned and assertive at objection-handling.

Advantageous but not necessary:

- Proven track record in sales, preferably in a cold calling B2B environment.
- Product or service knowledge – good understanding of selling SaaS/Software products in a B2B environment.
- Previous experience in using a CRM

The Sales Development Representative reports to the Head of Sales & Marketing, Chief Technology Officer, and other members of the Senior Management Team. They also work closely with other members of the Sales & Marketing Team, Graphic Designer and TellUsFirst IT team.

We are looking for someone who is passionate about their job, self-motivated, confident, ambitious, and professional who will be given the tools, encouragement and training to take this product to the next level all whilst being part of an great team and working environment.

This is an excellent opportunity to join a leading company with nearly 3 decades of experience. You'll have the chance to work with a talented team with lots of room to progress.

If you are an exceptional candidate but don't match the criteria, we are open to your application as full training will be provided on the job.

Benefits:

- Flexible working hours & Flexible Breaks.
- Commission based bonus structure.
- Hybrid working – After probation.
- 22 holiday days per annum, plus Bank Holidays, additional leave after 4 years' service.
- Internal Progression Opportunities - Learning and Development programmes and courses.
- Care Values Organisation.
- Recreational / team activities.
- Free on-site parking.
- Bike to work scheme.
- Additional perks include Smart/ casual dress code, actively promoting a work/ life balance, Early finish time on Friday's weekly and kitchen facilities.

Salary: €26,000 - €29,000 DOE with a commission-based bonus structure of up to €5,000 per annum.

Application: An online application is required which includes 10 questions. Click to complete

<https://forms.gle/5hPPVAn4JC5o44k3A>