

Job Description

Sales Development Representative



The Job

You will be working in a fast-paced high growth SaaS environment, in an ELITE team that is renowned in the industry for exceptional standards and performance levels. This is not your ordinary sales role, this is your first step into the highly rewarding and lucrative Cloud Technology industry. You will be joining the very best of the best.

The Sales Development Representative (SDR) will report to the Sales Team Leader and be the key person to source and onboard new partners to intY. This is a transactional role, so an attitude and approach to deliver consistent high output is critical to success. You will be working with Global leaders of industry suppliers like Microsoft, Zoom, Acronis, Bitdefender and others, who we can proudly call our partners.

L&D and Progression

You will get comprehensive Learning and Development on Day 1, with a clearly defined progression path to Account Manager within 12-18 months.

Responsibilities (but not limited to)

- Proactively source and on-board new partners
- Build initial relationships with key decision makers
- Arrange meetings, calls with the prospect partner and Account Management team
- Plan to exceed monthly, quarterly, and annual targets
- Host online presentations and demonstrations
- General sales administration
- Follow up on leads and opportunities
- Maintain notes and log all activity in CRM
- Attain fundamental certifications in specific workloads as part of our L&D Programme
- Other duties as assigned

Skills & Experience

Required

- At least 1 year of sales experience
- Previous experience in a busy customer focused environment
- Experience of working in an outbound sales focused role
- Strong IT skills with a good working knowledge of Word, Excel and Outlook
- Resilient, enthusiastic, and tenacious
- High work ethic focused, and target driven
- Positive, energetic individual with a can-do attitude
- Willing to learn
- Team player with the ability to work on their own initiative

intY endorses the principle of equality and will strive to ensure that everyone has a genuine and equal opportunity to participate to the full extent of their own ambitions and abilities, regardless of age, disability, gender reassignment, marital or civil partnership status, pregnancy or maternity, race, religion and belief, and sex or sexual orientation. Employees can be assured of an environment in which their rights, dignity and individual worth are respected, and in particular that they are able to enjoy their employment with intY.

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