



## Sales Development Representative

Portsmouth, UK

Salary DOE, plus bonus

### Summary

Webeo is a multi-award winning B2B martech solution that empowers personalised, next generation website experiences that grow customer relationships and revenue. We're obsessed with maximising connections through customer centricity and driven by our dedication to deliver exceptional digital experiences for our clients. We're a small business with big ambitions. Now is such a pivotal point in Webeo's journey – we're on a mission to become the worlds' #1 website personalisation software firm and we're searching for highly-motivated Sales Development Executive to help us get there!

Working within the Marketing team, you'll report into the Marketing Manager. Your primary focus will be account profiling, connecting, and building relationships with businesses who fit the Webeo ideal client criteria. Using a variety of different marketing channels to assist your outreach, you'll be booking high quality, well qualified web demonstration appointments for the Webeo Sales team.

### Key Responsibilities, but not limited to:

- You will be proactively reaching out to businesses that have a T/O of £10m+
- You'll generate quality web demonstrations for the Sales team to conduct
- Researching potential clients using online resources and capturing key information to support the qualification and sales process
- You will be contacting clients across a variety of channels; phone, email, and LinkedIn
- Reaching out to clients following a series of high-level direct mail and email activities to profiled data
- You will book appointments directly into the Sales team diary
- Building rapport with potential clients and holding credible and meaningful conversations with clients based on research conducted ahead of calling
- Identifying key decision makers and engaging with senior level contacts
- Being proactive in the approach to these accounts and thinking strategically about your communication
- Delivering a consistent weekly number of appointments
- Being able to manage a busy workload and the volume of messaging required across our multi-channel approach

### The ideal candidate will have:

- A passion for delivering and exceeding targets
- A natural desire to personally develop and thrive in a fast paced, growing department
- Ability to articulate well, using open questioning, pitching to high level contacts and be able to overcome objections with ease
- Experience of making outbound calls at Enterprise Level



- Professional and engaging communication skills
- Well organised and able to multitask
- Must possess good attention to detail and time management skills

#### What we offer in return;

- A competitive salary, plus uncapped commission
- Support, training and budget for personal and professional development
- Birthdays off and holiday increasing with length of service
- 2.5 paid days per annum to volunteer for charities
- Access to an Employee Assistance Program
- Free parking and easy access via public transport
- Excellent working environment: great offices with on-site shops, free onsite gym, salons, restaurant, nursery and the all-important Starbucks!
- Social events: We are committed to sharing our success with all our teams and enjoy a range of outings and incentives

#### Who you'll be working closely with:

You'll be working closely with the Sales and Marketing team

#### Where you'll be based:

For most of the time in the thick of it at our Global HQ in Lakeside, Portsmouth but you may be required to work from home when needed. Working hours are Monday to Friday 9-5:30

#### Think the job is right for you?

Contact Rachel Hatton, Marketing Manager at [hattonr@webeo.com](mailto:hattonr@webeo.com)