



# Sales Development Representative

November 2022

Are you a bright, dynamic and motivated individual looking to start your career in software sales? Do you enjoy working in / want to work within a target driven environment in which you can make a real impact to the success of our organisation?

Are you looking for an exciting and long-term career within software sales, whilst working for a successful, growing and exciting company? If so, this role may be for you!

## The company

RealVNC® is a highly successful software company based in Cambridge (UK). As the original developers of VNC® remote access technology our software is used by hundreds of millions of users worldwide from the non-technical home user to IT professionals from global companies, such as Intel, IBM, NASA, Shell, DreamWorks and Philips.

Following private equity investment from London-based investment firm Livingbridge in August 2021, we are now entering the next chapter in our growth journey and are looking to expand our Sales team.

## The role

As Sales Development Representative you will be responsible for engaging warm leads from our website, our live chat function and also incoming calls. Your aim will be to qualify sales opportunities and you'll be required to book product demonstrations, arrange video conference meetings and set up calls for the Software Sales Executives.

You will be directly responsible for research and initial discovery calls in line with the team of Sales Executives that you will support. With training and support, you will become extremely knowledgeable in key business challenges and tailored insights that challenge their status quo.

You will be a key member of the team and be responsible for qualification standards as you rapidly develop your sales engagement skills to drive new business growth.

This role is intrinsically linked to the performance of the sales team and your compensation plan will reflect that importance.

## You

- Do you have excellent communication skills and phone manner?
- Are you a quick learner, keen to kick start your sales career?



- Are you naturally driven and keen to exceed set targets?
- Perhaps you have previous sales experience and are ready for your next opportunity?
- Can you follow a sales process?

## Anything else?

As well as the above, if you have any of the desired experience below then we'd like to know about it!

- Experience using Salesforce
- Interest in the technology sector

## Benefits

Reporting to the SaaS Sales Lead, this role offers a unique opportunity to join our growing team, working for a successful, growing company with a recognised global brand and huge potential and vision. If you're successful, you'll be compensated with an attractive package which will be appropriate to your skills and experience. We also offer generous benefits, including a contributory pension, EV car leasing scheme, private dental and medical cover.

This is a full-time post of 35 hours working Monday – Friday. Hours are split into 3x 10am – 6pm days and 2x 1pm – 9pm days.

We understand that people work differently, so our employees can work flexibly around our core hours, and we expect some flexibility in return. We have recently introduced a hybrid work environment where employees combine working remotely and working from the office. You will therefore need to be able to easily commute to our Cambridge office for meetings as required.

## How to apply

If you'd like to join RealVNC as a Sales Development Representative, please click on the 'apply for this job' button and fill in your details.

RealVNC has a responsibility to ensure that all staff are eligible to live and work in the UK and if you're invited to interview, you'll be requested to provide proof of your eligibility to work.

RealVNC is an equal opportunities employer, committed to staff welfare and professional development.

## Staffing and Recruitment Agencies



To all Staffing and Recruiting Agencies: Our website is only intended for individuals and preferred suppliers of RealVNC. Staffing and recruiting agencies and individuals being represented by an agency that is not a preferred supplier are not authorized to use this site or to submit profiles, applications or CVs, or to forward CVs directly to employees or any other company location, and any such submissions will be considered unsolicited.

RealVNC does not accept unsolicited CVs or applications from agencies other than preferred suppliers. RealVNC is not responsible for any fees related to unsolicited CVs or applications and explicitly reserve its right to contact candidates presented in such unsolicited CV or application.