

Role	Sales Development Representative
Years of Experience	4+ years
Location	UK(Slough)) & USA
We are Looking for	<ul style="list-style-type: none"> • 4+ Years of overall experience and at least 2-3 years in software services sales is a must. • Proven track record of exceeding targets and quota. • Solid understanding of services selling and business processes. • Excellent communication skills with the ability and desire to sell. • A positive, confident and determined approach. • Ability to adapt in a fast-paced environment. • Tracking sales goals and reporting results as necessary. <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Identify and nurture new business opportunities. • 100% new business development achieved through cold outreach & prospecting. • Understand our ideal customers and recommend suitable services. • Maintain active pipeline of enterprise level clients. • Achieve agreed upon sales targets within schedule. • Articulate and promote the business using solid arguments to prospective customers. • Should have exposure to different industry verticals like FMCG, Oil & Gas, Manufacturing etc. • Preferably, should have had working relation with Microsoft (OEM). • A sound understanding of technology products and solutions of Microsoft is an advantage.