

Sales Development Representative EMEIA

Remote or hybrid, what will you choose? You'll get the choice as a Sales Development Representative and no matter whether you're at home or in the office, you'll be an integral part of the EMEIA Sales Team.

You're probably wondering what's involved...

As you're already an experienced Sales Development Rep, you'll know what you need to do and just how important you'll be. Lead generation for a start, a lot of communication, working with bids and tenders; ensuring everything is in place to comply with those T's and C's.

You'll also work with the EMEIA Sales Team to book and attend trips, meetings and manage demonstration equipment.

Whether you work remotely or hybrid, you'll travel to our Uckfield/Maidenhead site for training and collaboration, meaning you'll get to interact with your team of 5 (you'll be number 6). Plus, in a company of 59 so far, you'll be working alongside knowledgeable and experienced people who will answer any questions you might have – MS Teams is getting a lot of use from us!

In case you didn't know, the researchers you'll be contacting use our equipment to gain a better understanding of the nervous system and neurological diseases such as Alzheimer's, Parkinson's and Epilepsy.

If you're wondering about qualifications and requirements, there's not a huge list. Sales Development and lead generation experience is a must. Qualification wise, it would be an advantage if you've got knowledge in Life Sciences, and a degree would be even better... that said, it's not a deal breaker.

Apply through LinkedIn or directly. The contractual job description can be found on our website, and if you've got any questions, please direct them to Steph on LinkedIn or email peopleservices@scientifica.uk.com.

What you'll get

- £35-40k p.a. Plus OTE Bonus
- 36.5 hour flexible working week
- 25 days holiday, including a closure between Christmas Day and New Years Day, plus bank holidays
- Buying additional holiday scheme (you can buy up to five per year)
- MediCash Health Plan and Employee Discount Scheme
- Life Assurance / Death in Service
- Long Term Income Protection (sickness/disability)
- Wellbeing Programme including Confidential Employee Hotline
- Judges Scientific Share Incentive Plan – Judges PLC are our parent company

The Process

- This role will be advertised continuously until we find a match
- If you're successful, you'll get invited to a first stage 30 minute interview
- If we're a match, you'll get invited to a second stage interview, we might ask you to present to us along with taking part in a PPA
- As an added bonus, if you're successful at the second stage you'll get to meet the EMEIA team later on, it's important you like them as much as we do!

Hope to see you soon!

JOB PROFILE: Sales Development Representative EMEIA

INCUMBENT'S NAME	
JOB TITLE	Sales Development Representative EMEIA
BUSINESS UNIT	Sales and Marketing
LOCATION	Hybrid or Remote
REPORTS TO	Sales Manager EMEIA
OBJECTIVES / PURPOSE OF JOB	To provide a comprehensive support function to the EMEIA Sales team to achieve Sales targets.
KEY ACTIVITIES / RESPONSIBILITIES	<ul style="list-style-type: none"> • Initiating contact with potential and existing customers through calling/emailing/responding to enquiries • Data mine new exploratory leads through internet and literature searches • Ensure all new customer leads are added to GoldVision CRM system in a timely fashion • Monitor data quality in Goldvision CRM and data clean where necessary • Monitor Product Specialists' activity and ensure all initial customer enquiries have been actioned • Keeping in regular contact with current customers to monitor satisfaction • Review bids, tenders, purchase orders and RFQ's to ensure terms and conditions comply with Scientifica requirements • Maintain Government profiles for tender/purchasing bodies as required • Complete all vendor registration documentation and other financial documentation requests • Upkeep of relevant insurance certificates to ensure compliance with customer requests • Assist EMEIA team in managing demonstration equipment and documentation • Assist EMEIA sales team members to plan and book sales trips/meetings, workshops and conferences • Attend and contribute to EMEIA weekly sales meetings, both remotely and occasionally face to face, on-site • Honour our company values:



KEY PERFORMANCE INDICATORS	<ul style="list-style-type: none"> • Achievement of EMEIA team sales targets • Proactivity in outbound communication: calls, emails • Effective prioritization of tasks and time in order to meet deadlines required by EMEIA Sales Manager and the wider EMEIA team • Efficient management of own time constraints assigned to tasks • Increase knowledge of products, market and customer base • Team work and communication
KEY RELATIONSHIPS	<p>Internal:</p> <ul style="list-style-type: none"> • Sales Team • Sales Administration • Finance Team • Marketing Team • Senior Leadership Team • Service & Support Team • Operations Team <p>External:</p> <ul style="list-style-type: none"> • Leads/Prospects • Customers • Purchasing departments

CANDIDATE PROFILE:

QUALIFICATIONS / TRAINING	Good basic standard of education – life science degree would be advantageous
EXPERIENCE REQUIRED	<ul style="list-style-type: none"> • Experience supporting a successful field-based sales team • Some experience in customer facing / sales role would be beneficial • Lead sourcing experience from the internet • Practiced management and development of a CRM database • Experience with Microsoft Office 365(Teams, Outlook, Word, Excel)
COMPETENCIES	<ul style="list-style-type: none"> • Desire to succeed in sales and further develop the business • Keenness to make phone calls • Confident and able to work in a fast-paced environment • Ability to work both independently and as part of a team • Ability to listen and communicate at a high level with clients and team members • Strong administration skills • Excellent communication skills (written and verbal) • Excellent prioritization and time management skills • Able to work autonomously on projects and meet deadlines

EMPLOYEE'S ACCEPTANCE

I, [Employee name], agree to accept the Job Description is a guide only and will be periodically reviewed due to the evolving nature of the business. I understand I will be required to take on other tasks and responsibilities from time to time depending on the business needs for this role.

Signed Date