

Sales Development Representative (SDR)

About Us: We're not your typical MSP. As a second-generation Managed Service Provider (MSP) born from the expertise of industry veterans, we're crafting a new narrative in the UK tech scene.

At Synextra, we've spent 9 transformative years building a company that's small by design but colossal in impact, guided by a technical leader whose vision is always client-first.

We are seeking a motivated and results-driven Sales Development Representative (SDR) to join our team. The ideal candidate will have at least 2 years of experience in business development or telesales, with a strong focus on generating qualified leads. A background in technology or IT would be highly beneficial

What We Offer:

- ✓ A unique, empowering environment where your voice matters and your contributions are pivotal.
- ✓ Direct support and daily mentorship from leadership that values your growth and well-being.
- ✓ A culture that's both technically astute and commercially savvy, where learning and collaboration are part of our DNA.

Role Responsibilities:

- ✓ Develop and execute targeted lead generation campaigns through phone calls, emails, and social media outreach.
- ✓ Identify and qualify potential customers to build a strong sales pipeline.
- ✓ Engage with prospective clients to understand their needs and identify opportunities.
- ✓ Collaborate with the marketing team to develop compelling content and messaging for lead generation efforts.
- ✓ Provide constructive feedback and new ideas to improve lead generation processes and campaigns.
- ✓ Track and analyse the effectiveness of lead generation campaigns and adjust strategies accordingly.
- ✓ Maintain detailed records of lead generation activities and outcomes in the CRM.
- ✓ Stay updated on industry trends and the competitive landscape to identify potential new opportunities.

Skills and Experience Required:

- ✓ Minimum of 2 years' experience in a business development / telesales role.
- ✓ Proven track record of achieving lead gen targets.
- ✓ Ability to understand technical concepts / solutions - experience in tech sector a plus.
- ✓ Excellent communication and interpersonal skills.
- ✓ Self-motivated, goal-oriented, and able to work independently.
- ✓ Ability to plan and execute own workload in a fast-paced environment.
- ✓ Highly articulate with excellent written and verbal communication skills.
- ✓ Great teamwork skills to work closely with the marketing department in campaign execution.

Perks & Benefits:

- ✓ A vibrant office in Warrington, complete with stylish breakout spaces, games consoles, and even an office dog who's a football champ!
- ✓ Competitive salary, and comprehensive benefits including private healthcare, dental cover, and more.
- ✓ A culture that celebrates success, encourages innovation, and supports your professional and personal growth.

Next Steps: Joining the Elite Team**Step 1: Initial Conversation**

If you're intrigued by this opportunity and believe you have what it takes to excel in our team, let's start with a casual conversation. This is our chance to get to know each other and see if there's a mutual fit. No pressure, just an open, honest dialogue about your aspirations and our expectations.

Step 2: In-Person Meeting

Should we both feel that there's potential for a strong partnership, we'll arrange an in-depth meeting. Here, we'll dive into the specifics of the role, our company culture, and how you can contribute to our collective success. It's also the perfect opportunity for you to ask any burning questions and get a real feel for what it's like to be part of our elite team.

Step 3: Meet the Team

This stage is designed to give you a more informal opportunity to interact with your potential future colleagues, allowing both you and the team to get to know each other better in a relaxed setting. Over lunch, you will have the chance to discuss your experiences, learn more about our company's culture, and ask any questions you might have about the role or the team dynamics. We believe that this face-to-face interaction is crucial in ensuring a great fit for both parties and helps us maintain a collaborative work environment.

Ready to Take the Leap?

If this sounds like the challenge you've been waiting for, we're excited to hear from you. Reach out to us, and let's embark on this journey together. Remember, we're not just looking for an SDR; we're looking for a game changer.