

Telesales/Sales Development Executive – IT Managed Services & IT Solutions

Location: Girton, Cambridge, CB3 0QH

Hours: Full-time, Monday to Friday, 9:00am – 5:30pm

Type: Office-based full-time, permanent

Salary: £24,800-£28,000

Date: ASAP

Do you have proven experience in finding IT sales opportunities and booking the appointments, and are you a confident communicator who thrives on building relationships and spotting opportunities?

Do you enjoy fast-paced environments where every conversation could lead to something exciting? If you're ready to take your sales career to the next level, we want to hear from you!

We're looking for a Sales Development Representative to join our vibrant team at Breathe, one of the region's longest-standing and most respected Managed Service Providers (MSPs). Based in Cambridge, we've been supporting local businesses and the education sector since 2003.

What You'll Be Doing

This is a **Business-to-Business (B2B)** role focused on generating qualified leads and booking appointments for our sales team – **no direct selling over the phone**.

You'll:

- Make outbound calls to potential clients, introducing Breathe and identifying opportunities.
- Create and nurture relationships with decision-makers.
- Work closely with our sales team to ensure a smooth handover of leads.
- Use our CRM system to maintain accurate records of interactions and progress.
- Participate in targeted campaigns and contribute to team goals.

What We're Looking For

We're after someone who is:

- **Articulate and engaging** on the phone, with a natural ability to build rapport.
- Experienced in telesales, ideally within the tech or IT Managed Services sector.
- Able to understand and communicate the value of our products and services.
- Results-driven, with a track record of meeting or exceeding targets.
- Organised and detail-orientated, especially when managing CRM data.
- A team player who thrives in a collaborative, energetic environment.

What You'll Get in Return

We believe in rewarding great work. Here's what we offer:

- **Competitive base salary**
- **Commission** for every qualified appointment attended by our sales team
- **Private Medical Insurance & Medical Cash Plan**
- **Company Pension Scheme**
- **Sick Leave Scheme**
- **On-site parking**
- **Birthday Bonus**
- **31 days annual leave** (including bank holidays)
- **Holiday Loyalty Scheme** – earn extra days off with each work anniversary