

## **Experienced IT Sales Development Representative (IT Managed Services & IT Solutions)**

**Location:** Girton, Cambridge, CB3 0QH

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

**Type:** Office-based

**Start Date:** ASAP

**Do you have proven experience in finding IT Sales opportunities and booking the appointments?**

**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. Many of these don't buy first time.
- Work closely with our sales team to ensure a smooth handover of opportunities when you discover them and stay in the loop until the end.
- Use our CRM system to maintain accurate records of interactions and progress.
- Work on pre-defined marketing campaigns, following up on various marketing activities.

### **What We're Looking For**

We're after someone who is:

- Experienced in sales development, by phone, email and possibly social media.
- Specifically experienced in IT Solutions, Projects, Hardware & Software and Services lead generation
- **Articulate and engaging** on the phone, with a natural ability to build rapport.
- 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-oriented, 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 public holidays)
- **Holiday Loyalty Scheme** – earn extra days off with each work anniversary

