# SCC Digital Services – Sales Development Representative

**Reports To: Digital Services Sales Manager (New Business): SCC Digital**

The SCC Digital Business Unit are seeking a talented, enthusiastic and goal orientated individual to work within a recently formed new business team. This individual will be an ambitious self-starter who thrives on success. They will increase awareness of SCC Digital in the market and will be tasked with uncovering new opportunities, and building pipeline both to net new prospects & smaller spending existing SCC clients.

This available position plays a major role in driving the growth and success of SCC Digital in gaining market share. Whilst Cloud, Cyber or Digital Workplace knowledge would be beneficial, with an experienced team, full training and on-going support the ideal candidate will be in a position to succeed. You will be an integral part of this fast paced and dynamic team, which has a strong emphasis on delivering outcome related digital solutions into UK mid-market clients.

SCC offers the right person a fantastic opportunity to develop sales skills and build specialist knowledge a growing market segment and if successful a clearly defined career path to becoming an external facing sales specialist.

**Key Responsibilities:**

* The SDR will be primarily responsible to develop initial contact with key decision makers in Net New logo organisations and support in developing messaging into existing SCC customers.
* Active & sustained outbound activity to generate new business opportunities through multiple platforms of engagement e.g. Cold calling, email (via Outreach) and LinkedIn.
* Profile and add new organisations to the CRM and on-going target list.
* Help build and prioritise strategic target account lists.
* Follow up on all marketing generated leads
* Adhere to KPIs focused on outbound activity – target 300 outbound calls per week, generating 20 meetings per month.
* Articulate SCC’s Digital Proposition at very high-level.
* Being a team player and working collaboratively with the SCC Digital Team.
* Conduct company research into target accounts to better hone the messaging & propositions that we lead with.

**Key Skills:**

* An ability to open doors and engage with key decision makers in order to build qualified pipeline.
* Relentless focus and desire to drive appointments via calling target prospects.
* Experience positioning a services based proposition, ideally cloud or cyber related.
* An understanding of how to nurture leads either through direct engagement of via marketing channels to ensure SCC digital are well positioned at the point in time when the prospect is ready to engage.
* The ability to drive internal collaboration
* Excellent communication and time management skills, with the ability to work well under pressure
* Ability to prioritise and coordinate multiple activities.
* Flexible to meet demands of an operational and evolving business.
* Ability to pick up new services quickly and easily via self-learning