



## CAREER OPPORTUNITIES

### Job Description:

# Sales Development Representative (EMEA)

#### WELCOME TO PCI PAL

PCI Pal is a leading provider of SaaS solutions that empower companies to take payments securely, adhere to strict industry governance, and remove their business from the significant risks posed by non-compliance and data loss. We are integrated and resold by some of the worlds' leading business communications vendors, as well as major payment service providers.

We are currently looking for a Sales Development Representative to join our EMEA team.

#### THE OPPORTUNITY:

The Sales Development Representative will be responsible for qualifying inbound sales leads, as well as carrying out outbound prospecting to agreed target strategic accounts. This individual will take responsibility for the movement of leads generated from sales and marketing activities, including their own prospecting, into and through the sales funnel, to sales qualified leads which are assigned to the EMEA Direct and Channel Sales team.

#### YOU WILL BE RESPONSIBLE FOR:

- Working with EMEA Sales and the global SDR team to ensure the Sales Development strategy and SQL targets are met
- Developing new sales opportunities through inbound lead follow-up and outbound calls, emails and social media messaging
- Qualification of prospect opportunities – ensuring that the size, need and infrastructure are viable to progress to an SQL
- Ensuring all inbound leads are correctly documented, assigned, tracked in Salesforce and followed up
- Supporting the VP Sales EMEA in identifying enterprise size organisations
  - Expanding the knowledge of these enterprise size organisations and feeding the list with new targets
  - Engaging in multi-touch campaigns to 'engage' with these identified enterprise organisations and the key stakeholders within them
  - Working with Sales and the wider Marketing team once the deal is done to identify future opportunities
- Supporting multiple lead generation campaigns and managing multiple stakeholders and their expectations
- When required represent the business at conferences and events
- Any other tasks or duties to support the work of the Sales team

#### WE WANT TO HEAR FROM YOU IF YOU:

- Have a minimum of two years B2B sales or marketing experience in lead development, inside sales or demand generation
- Have the ability to work in a fast-paced environment and execute multiple programs simultaneously
- Are a team player that is happy to work as part of a global team
- Can use LinkedIn to establish key contacts, prospect leads and establish working partnerships



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- Can build strong relationships and credibility with customers and internal teams
- Have experience of selling by phone and other communication methods
- Self-motivated, passionate, determined individual with a desire to overachieve
- Have a passion for using data (ideally using Salesforce) to identify trends, create ideas and help support the overall sales strategy
- Ideally have awareness of PCI compliance
- Experience and/or knowledge of the Contact Centre market

### IN RETURN WE OFFER:

- 25 days holiday
- Day off on your birthday
- Medical, dental and optical insurance cover
- Option to either work in our Ipswich office or from home (or both!)
- An exciting and flexible working environment surrounded by friendly and committed co-workers
- "Work from anywhere" 2 weeks per year policy
- Training and development opportunities
- Discounts, rewards and benefits hub
- Team events
- Ad-hoc incentives and competitions

### TALK TO US:

If you have any questions or want to find out more, we'd love to hear from you.

Please contact the People Team [people@pcipal.com](mailto:people@pcipal.com)