



Job Specification

For: Sales Development Representative & Team Lead

Ref: VR/01364

Job Description

£29K (plus up to £3K OTE) + Great Benefits

Chatham, Kent

A great opportunity for a Sales Development Representative (SDR) Team Lead to join a collaborative, dynamic and expanding business development team within a unique training company based in Chatham, Kent. Are you an enthusiastic and committed individual looking to further a career in sales?

The client is an award-winning company, experiencing substantial growth, and requires a Sales Development Representative Team Lead to guide and motivate its sales team.

Excellent benefits which include:

- £29K basic plus up to £3K OTE
- Six weeks paid holiday (plus bank holidays)
- 37 hours per week, Monday to Friday
- Generous contributory pension
- Funding for continuous professional development and personal growth
- Mental Health and Wellbeing support
- Private healthcare
- Cycle to work scheme

As experts in the design, delivery and assurance of training, the company are passionate about the success they deliver their learners, partners, and local communities. They empower their people to be ambitious, solution-focused, proactive, and creative thinkers putting company values at the heart of everything they do. They deliver a wide portfolio of services across multiple complex sectors, from Defence to Construction and provide training in areas such as Leadership, Project Management and Sustainability. They are growing at pace and expanding the teams to help achieve their vision, to be the UK's most innovative training design and delivery partner, trusted by their customers to prepare them for tomorrow.

The Sales Development Representative Team Lead will play a crucial role in driving and achieving sales growth through;

- Driving the success of the SDR team by providing strategic leadership, coaching, and support.
- Ensuring the team excels in prospecting, lead generation, and qualification activities, contributing to the growth of the sales pipeline.
- Collaborating with sales and marketing teams to align strategies, optimise workflows, and

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achieve revenue targets.

- Fostering a high-performance culture, the Team Lead will empower the SDR team to fully understand the company products and services, engage effectively with prospects, deliver exceptional customer experiences, and position the company as the training provider of choice.

Additional experience to support your application:

- 2 years' experience managing a small telesales team or similar
- Exceptional communication skills both oral and written
- High level of motivation and results driven competitive mindset
- Strong interpersonal skills with the ability to work as a team or independently and at pace
- Proficiency in utilising Microsoft Office 365

Full Job Description is available on request.

The company is committed to creating a diverse and inclusive workplace, all applications will be considered. They provide support through Mental Health First Aid and Coaching and Mentoring schemes, are accredited Investors in People, ISO accredited and have a Gold Award in the Medway Healthy Workplaces Programme and have won several Health & Safety awards.

Closing date Friday 10th January 2025 although this is subject to change allowing for market conditions.

All posts are subject to a Disclosure and Barring Service application. The company follows the DBS Code of Practice.

Armed Forces Covenant – We offer guaranteed interviews to military veterans if they meet the selection criteria.

Compiled by : **Fiona Louch**
Compiled on : **12/19/24**

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