

# WE'RE HIRING

## Sales Development Rep

(At accountabl.)

£20,000 - £22,000



We're looking for individuals who have a passion for identifying, understanding, and solving customer problems. They focus their efforts on a strategic research-based approach to sales.

### SKILLS REQUIRED

- Strong written, verbal and communication skills
- Understanding of CRM systems and sales funnels
- Teamworking
- Understanding of LinkedIn Sales Navigator
- Bookkeeping/accounting admin experience (preferred)

TO FIND OUT MORE, CONTACT US ON: [careers@rix.co.uk](mailto:careers@rix.co.uk)



## WHY US?

We're accountabl, part of the Rix Digital ecosystem, who are a purpose-driven software company that designs, builds, and markets industry leading products in the FinTech and ESG industry.

We're expanding into new geographies, integrating with 3rd party accounting systems and scaling our product to new customers. Our team is growing fast and to meet developing market opportunities, we need new passionate people.

We're an early-stage business, so you will benefit from varied work, regular social events, and hybrid working. You won't want to miss out on our state-of-the-art waterfront office though, complete with an innovation hub, café, and gym.

Together we believe that we can a build a better future for ourselves and for the world. Grow with us and help to change businesses for the better.

## WHO ARE YOU?

You're someone who will understand accountabl like the back of your hand. Someone who will identify how to solve challenges of target customers, cater their outreach to every individual they speak to and be ruthless in their pursuit of new opportunities.

You'll have a passion for researching prospects, learning how to help companies transition to net-zero and making people's lives easier.

You'll be responsible for the early stages of the sales funnel by qualifying inbound marketing leads and engaging your own targeted accounts. You'll be an initial contact that educates and guides prospects through to a demonstration with Account Executives.

We'll set you some ambitious targets and work with you to achieve them.

## KEY DELIVERABLES:

- Buyer persona understanding
- Detailed product understanding
- Industry sector understanding
- Minimum 15 demonstrations booked per month

## RIX DIGITAL PERKS:

- Remote and flexible working
- Team socials and community events
- Casual attire
- State of the art office on the fruit market
- Free onsite parking
- Office gym access
- Employee expense card
- Cycle to work scheme
- Charity day
- Retail savings portal

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