

Position Title: Sales Development Representative

Reporting to: Head of Sales

General description of the role:

NM Group is an international business headquartered in Yorkshire, UK and has a strong business presence in the USA, Canada and Australia. We provide specialised engineering, asset management and geospatial services to electricity transmission and distribution networks in the energy sector. These services help to create the intelligent grid of tomorrow.

NM Group Sales Development Representative (SDR) works alongside business development managers and is responsible for finding, qualifying and developing new leads. This role enables the sales team and helps the organization expand its recurring customer list. SDR contacts potential customers, gauges interest and arranges further engagement opportunities for business development activities. Excellent communication skills, a good understanding of power utilities, and a passion for using technological solutions to drive operational improvements would make the candidate an ideal fit for this role. The role is predominantly remote and allows a high degree of autonomy and flexibility. Occasional business travel (North America and the UK) is expected.

Duties and Responsibilities:

- Identify potential customers and generate new business opportunities for the company
- Contact and qualify potential customers
- Set appointments and follow up on leads
- Track progress towards meeting sales goals
- Collaborate with the sales team to develop strategies for reaching sales targets
- Use customer relationship management (CRM) software to manage leads and sales activities
- Stay up-to-date on market trends, competition, and industry developments
- Attend networking events, and trade shows to build relationships and generate leads
- Provide regular reports on sales activities and results to management.

Prerequisites:

- 2-3 years of professional experience (sales, project management or customer service)
- Competent in customer relationship management (CRM) software
- Strong verbal and written communication skills
- Ability to build and maintain relationships with potential clients
- Strong problem-solving and negotiation skills
- Time management and organizational skills
- Ability to work independently and as part of a team
- Flexibility and adaptability to change
- A desire to learn and grow in the sales field

Core Competencies:

As a key team member, the Sales Development Representative will be expected to act in line with the expectations set out in Tier 3 of the core competencies document [here](#).

Compensation:

- Base salary (\$50,000 to \$65,000)
- On Target Earnings
- Competitive healthcare plans with savings accounts
- Dental and vision plans
- Life and disability insurance
- Tuition Reimbursement Program
- Flexible remote working arrangements
- 15 paid holidays per year
- Employee Assistance Program