

BabelQuest

Sales Development Representative

Key details:

- **Location:** Abingdon, Oxford, or UK (remote/hybrid)
- **Salary:** Competitive, plus uncapped commission

As a Sales Development Representative at BabelQuest, you will play a pivotal role in driving our growth by identifying new business opportunities, building and cultivating customer relationships, and supporting the sales team with growing accounts. You will also work closely with HubSpot's sales teams to foster strong partnerships, collaborate on deals, and ensure joint success in delivering solutions to customers.

What you'll do:

- Own the Sales Outbound Engine: Execute outbound prospecting through high-impact outreach via phone, email, and LinkedIn. You will balance high activity with high quality.
- Execute ABM Strategy: Collaborate with Business Development Managers (BDMs) to target strategic accounts. You won't just "spray and pray"; you will research company structures, uncover pain points, and engage entire buying committees.
- Qualify & Convert: Qualify leads based on fit, need, and urgency, booking quality discovery meetings.
- Leverage Tech & AI: Use the latest sales tech (HubSpot, Sales Navigator, and AI tools) to uncover deep account insights, personalise at scale, and cut through the noise.
- Communicate clearly: You'll write thoughtfully and can confidently conduct a cold call.
- Be curious: You'll ask why, not just how. You want to understand our customers' businesses, not just sell them a service.
- Conduct in-depth market research and competitor analysis to maintain a competitive edge.

You'll also:

Support the Team:

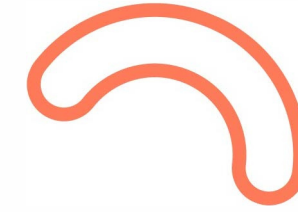
- Work closely with the wider sales team to identify new areas for growth, developing outreach strategies.
- Attend training sessions and workshops to enhance your skills and knowledge
- Work cross-functionally with marketing, customer success, and operations to align sales efforts with broader business goals.
- Ensure excellent CRM hygiene at all times, including creating contacts, companies and deals.
- Assist sales leadership in identifying high-potential verticals and industries.

What we're looking for:

Essential skills & experience:

- Proven experience in a B2B sales role is essential.
- Strong understanding of market dynamics and customer requirements.
- Excellent communication and interpersonal skills.
- Ability to work independently as well as part of a team.
- Technology fluent: Able to adapt to new technologies quickly, and are comfortable leveraging AI in your day-to-day work.
- A bachelor's degree in Business Administration, Marketing, or a related field is preferred.





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Why you'll love working here:

- We truly want to do more for our people, so you'll join a team of like-minded individuals with a focus on culture, hard work, having fun, transparency, openness, and enthusiasm.
- Flexible working: Enjoy a mix of home and office-based work.
- Generous leave: Benefit from up to 30 days of paid annual leave and unlimited unpaid leave.
- Sabbatical and bonus: Celebrate five years with the company with a month-long paid sabbatical and a £2,000 bonus.
- Work-life balance: Enjoy benefits worth £650 per year to support your well-being.
- Employee referral scheme.
- Employee of the Month awards.
- Competitive salary: Commensurate with experience, plus uncapped commission.

Why Join Us?

We are a company that values innovation, collaboration, and your input. We offer a supportive environment where you can grow both personally and professionally. By joining us, you'll be part of a dedicated team that delivers impactful results for our clients.

