



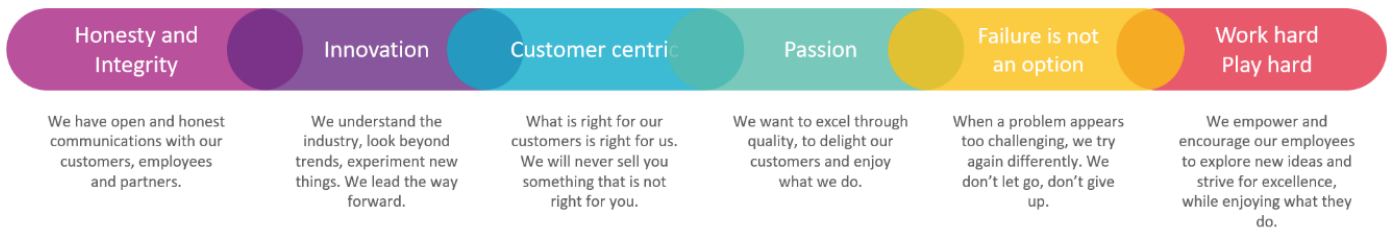
Sales Development Representative

About Us

Aura is a Leading Global Managed Services company based out of London. We proudly partner with some prestigious global organizations supporting them through a significant level of growth, following high levels of investment. As an organization that specialises in business transformation, technology solutions and professional services, we stand out by delivering excellent levels of customer service. With this comes investment into technology, and an environment where you will have a strong level of autonomy, and the freedom to drive change, with backing from senior leadership.

The culture is fantastic, and certainly the right environment to build a career, with industry-leading benefits, and a modern outlook to the work-life harmony of staff.

Our Values



The Role

Following continued growth, Aura is looking to recruit an office-based Sales Development Representative (SDR).

The SDR qualifies inbound leads and conducts outbound demand generation campaigns towards target accounts, with the goal of scheduling meetings with qualified prospects for the Aura Account Executive counterparts. The SDR manages the outbound campaigns for the Aura sales team, qualifying active buying interest, and identifying critical decision makers. The SDR will need to be able to articulate the Aura value proposition.

Who are we looking for?

You should be an enthusiastic and resilient individual with experience working independently and managing a busy workload.

Responsibilities & Duties

- Making outbound calls and emails
- Giving high-level solution overview presentations online
- Discovering new leads through internet research and social media monitoring/commenting
- Supporting AURA's marketing efforts by assisting in online and other marketing campaigns
- Managing prospecting status, data integrity, and forecasting in Sales CRM system
- Achieving/exceeding weekly/monthly metrics (appointments, qualified leads, new contacts, etc.)
- Responding to inbound customer interest and develop these accounts to create opportunities
- Being prepared for and contributing to weekly strategic account status meetings



Personal Attributes

- Courageous - willingness to jump to outbound calls without "all" the information
- Resiliency - capable of dealing with rejection, fighting through to success
- Problem Solver - tech questions, business problems, no time to talk/meet
- Manage Heavy Workload - organization skills, prioritization
- Curiosity - active listening, learning about customers, product, refining process
- Results Oriented - competitive interest in setting and blowing out goals
- Coachability - capable of listening to constructive feedback and adjusting
- Active Listening - attentive to details provided, understanding both words and context, more interested in learning than speaking

Desired Skills

- 3-4 Years University Degree – desirable but not mandatory
- Experience at working independently and in a team-oriented, collaborative environment is essential
- Possess a strong passion for sales/marketing and sales processes
- Ability to effectively prioritize and execute tasks in a high-pressure environment
- Proven analytical and problem-solving abilities
- Highly self-motivated and directed
- Impeccable written and verbal communication skills
- Result-driven and able to thrive in a fast-paced environment.

Reporting to – Head of Sales

Location – United Kingdom

Package:

- Competitive Salary and OTE
- 25 days annual leave
- Company Pension Scheme
- Company Life insurance
- Company Health Insurance

How to apply:

Email your CV to: jointheteam@auraalliance.com

Subject line: Job opening and your full name.

After emailing us, you will hear from us in less than 15 days.

Not the job for you? Share it with a friend that you know will be perfect for this role!