

OPPORTUNITY

Sales Development Representative

Software, eCommerce and AI

We are looking for a Sales Development Representative to create new business opportunities across the software and technology market. You will connect with businesses, understand their challenges and book qualified meetings for the sales team. Your conversations could cover software, eCommerce platforms, digital transformation and AI. You do not need to be a technical expert from day one, but you do need the curiosity to learn.

What you will do

- Research and identify businesses that could benefit from software and technology solutions.
- Reach decision-makers through calls, tailored emails, LinkedIn and other relevant channels.
- Ask strong questions to understand each prospect's goals, current systems and challenges.
- Qualify opportunities and book meetings with the right stakeholders.
- Write relevant outreach, follow up consistently and keep accurate CRM records.
- Work with the sales team to improve targeting, messaging and meeting quality.

What you will bring

- Confidence speaking to new people and handling objections.
- Clear written and verbal communication, resilience and the discipline to prospect consistently.
- Curiosity about software and how businesses use technology.
- Strong research, organisation and follow-up skills, and a willingness to learn from feedback.

Experience that would help

- Experience in an SDR, BDR, outbound sales or customer-facing role.
- Exposure to SaaS, software sales, eCommerce or AI products.
- Familiarity with CRM and prospecting tools such as HubSpot, Salesforce or Apollo.
- Experience speaking with business owners or senior decision-makers.

What success looks like

Success means building a steady pipeline of relevant prospects, starting useful conversations and booking qualified meetings that turn into genuine sales opportunities.

Interested in this role?

Send your CV and a short note to Connect.

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