



Role: Sales Development Representative (SDR)

Location: Belfast, United Kingdom

Salary: Competitive + benefits

Reporting to: Head of Sales

AuditComply is a Belfast based technology company. A unique Enterprise Risk Management platform transforming the way enterprises manage, analyze & report on critical risk. AuditComply operates in highly regulated industries such as Automotive, Aviation, Food & Beverage, Oil & Gas, Finance, and Manufacturing with key fortune 500 clients situated throughout the UK, EU, US, Middle East and Asia Pacific regions.

Who are we looking for?

We have an exciting new role for an enthusiastic, tenacious, and driven candidate with proven performance in a SaaS role to drive growth across key verticals. You will need to make a fantastic first impression and enjoy being the frontline of a thriving company.

You will be inquisitive, a natural 'hunter' who can engage and excite prospects about AuditComply's value proposition. Results and customer orientated; you will be persuasive with the ability to identify prospect pain points and communicate complex solutions simply.

What will you be doing?

- Qualifying leads from MQL [Marketing Qualified Lead] to SQL [Sales Qualified Lead] level during discovery calls
- Hosting introductory demos and scheduling second stage demos for our solutions consultants
- Outreach – As part of our outbound GTM strategy you will raise awareness and generate interest for AuditComply through phone calls, emails, and social outreach to prospective customers
- Research and understand the prospect and client company you are presenting to
- Clearly articulate functions and features to the target audience
- Accurately document progress of opportunities through the sales cycle on HubSpot

Your specialist skill set and experience

- 3 + years proven experience in a Sales role for enterprise level B2B SaaS software solutions
- Full end to end sales process would be an advantage but your key role is qualifying inbound and outbound leads
- Excellent communication skills and a great telephone/email manner
- You will have exposure in engaging clients and building relationships with enterprise levels clients
- Confidence and communication skills which allow you to present AuditComply's value proposition to a wide-ranging C-level audience
- Experience of using HubSpot (preferable) or other CRM system
- Familiarity with the Scotsman sales qualification and other sales tools would be advantageous
- Excellent time management and organizational skills

Qualifications

- Bachelor's degree in a business-related subject and/or relevant experience

We are on a mission to hire the very best and are committed to creating exceptional employee experiences. We realize that new ideas can come from everywhere in the organization, and we know the next big idea could be yours.

Cultural fit

- **Make it happen** - We own things and get them done whatever it takes.
- **We have fun** - We like to have fun while we're working and we love positivity.
- **We're in it together** - We all have our day jobs but we're always available to help for the greater good of the business. The successful candidate should have a collaborative and mentoring approach to leading, developing and up-skilling the team.
- **Know your stuff & keep learning** - We value people who have a passion for learning & self-improvement.

To apply for this position please submit your application [here](#).

AuditComply is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.