



Are you a recent graduate or have some initial work experience and eager to gain experience in a high-growth tech start-up? We'd love to hear from you!

Zahara is on the lookout for a Sales Development Representatives (SDRs) to join our rapidly growing Sales team in **Bath** to help us achieve our ambitious growth plans. It's an exciting time for you to join a UK fast-growing software start-up.

Our ideal candidate is passionate about technology & software. You understand what Zahara offers, and what we offer to our clients. You're enthusiastic and ambitious, with a desire to learn the outbound sales process from start to finish. In time, you'll graduate from the SDR role into an Account Executive position at Zahara.

This is an exciting opportunity that offers a variety of challenges with a huge scope for progression and countless incentives. You'll be joining a successful and friendly team who are looking for an ambitious, proactive, and forward-thinking teammate with a passion for people and outstanding interpersonal skills.

Responsibilities:

You will provide our Sales team with a constant and diverse range of leads who meet our existing ideal customer profiles (ICPs). You'll also be working alongside the team to identify new markets for Zahara.

You'll be someone who isn't afraid to pick up the phone, establish, cultivate, and maintain relationships with leadership level contacts.

In your time as SDR you'll develop a full and comprehensive understanding of the sales process:

- How to source potential clients for Zahara – identifying leads, what are the red flags, and what are the attributes we look for in an “ideal customer”
- Learn and demonstrate a fundamental understanding of Zahara and clearly articulate capabilities and advantages to prospective clients.
- Research into targeted accounts to gather insights, key contacts, and other useful information prior to prospecting.



- Connect with prospects using the phone, social and email when responding to all inbound leads
- Working closely with the sales team to accelerate the sales cycle and to extend reach into target accounts
- Create a customer-first experience that inspires our audience
- Attend industry events
- Initially, you'll be tasked with ensuring there are enough qualified leads at the top of our sales funnel while developing a strong understanding of the full sales cycle.

Skills:

- You have a keen interest in tech, start-ups, and software.
- You have a keen desire to grow into a Sales role at a fast-paced tech start-up.

It would be great if...

- Experience with using Zoho CRM & ZoomInfo
- Finance or Software as a Service (SaaS) sales experience
- Prior experience in a rapidly growing technology company

Why we like working at Zahara!

- Friendly, talented, collaborative and entrepreneurial team
- Comprehensive benefits
- Generous holiday allowance
- Learning allowance to encourage ongoing education
- Team building, volunteer opportunities
- Flexible working arrangements – home & office

We are dedicated to learning and growing, going after big dreams, taking ownership, remaining open and honest while recognizing we are in it together. We are committed to hiring individuals with a diversity of perspectives, backgrounds, and beliefs who can use their passion to help us build a world changing audience and thrive along the way. Join Zahara and experience a collaborative and engaged team who works together to provide learning and growth opportunities for businesses and professionals.



Zahara is an Equal Opportunity Employer and does not discriminate on the basis of ethnicity, gender, sexual orientation, gender identity or expression, religion, disability, national origin, protected veteran status, age, or any other status protected by applicable national, federal, state, or local law.

Basic salary: £22,000 - £25,000

Commission: OTE Commission of £7,000

Apply to:

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Zahara Systems Ltd