

Sales Development Representative

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Salary: Basic Salary + Commission

Selling: SaaS solutions into professional services

Location: UK wide: Scotland, North East, North West, Midlands

Our Mission: Unleashing the Strategic Value of Patents

At CIPHER we are committed to extracting value from patent data, enabling companies to make better and more informed strategic decisions. We recognize the importance of intellectual property as a growing mainstream asset class and the role of patents in providing a window into who owns which technologies and where. By harnessing the latest advances in machine learning combined with expert analysis, CIPHER is disrupting how actionable insight is extracted from global patent data. Information can now be accessed with efficiency, accuracy and at a speed that is just not possible by traditional methods.

Why CIPHER:

This role is ideal for someone who enjoys selling, is achievement-oriented and believes in performance rewards for exceeding annual sales goals through strong collaboration with partners and internal stakeholders. The ideal candidate is success-driven, fast-paced, and works well in a diverse team with an ever changing environment.

We are looking for an energetic and proactive Sales Development Rep (Business Development Executive) to join our Commercial team. This is a key position within the team and an excellent opportunity for someone motivated to learn and develop their commercial skills within a high-growth AI / SaaS business. We're looking for a versatile and tenacious team-player, prepared to handle varied tasks and strive for success. Working with a cross functional team who targeted to develop and grow CIPHER's North American or UK & European client base.

Role and Responsibilities

- Experience of B2B internal sales is required (12 months). Ideally you will have experience within SaaS, Software, Data, Information or a solution with a subscription-based sales model
- Learn and articulate the CIPHER's value proposition
- Exceptional communication and organisation skills - and the ability to follow through and manage a large workload
- Ask targeted, intelligent questions to speak knowledgeably with VP-level executives and decision makers
- Excellent customer service skills with a customer first attitude
- Strong problem-solving and analytical orientation
- Work to a brief to acquire organisational and contact information and cleanse existing data in CRM. This involves the use of websites and direct telephone outreach.
- Instigate new business conversations, qualify and develop prospects to attend meetings with a BD Manager



- Effectively respond to all enquiries quickly in a professional manner to discover opportunities
- Use CRM to record all activity and client interactions.
- Attend events/training sessions to improve your network and develop your understanding of Intellectual Property and SaaS.
- Research companies and identify opportunities, follow up marketing campaigns by phone and email.
- Self-motivated, tenacious and balanced individual who brings 'can do' motivation

Skills and Experience

- Ability to pick up the phone, establish credibility and build effective working relationships.
- Ability to multitask and operate independently in a fast-paced and dynamic environment.
- A team-player with strong interpersonal skills and resilience and 'can do' attitude.
- Enjoy working toward and achieving daily, weekly and monthly targets.
- Excellent written and spoken English, with ability to communicate to all levels of seniority.
- An interest in Technology and Innovation would be advantageous.
- Previous experience within a similar role in a B2B SaaS environment would be preferable.
- Proficient in Microsoft Office, Salesforce and Google applications.
- Develop strong relationships at all levels within customers
- Focused on building high value leads and qualifying pipelines working in partnership with the North American Team
- Develop proficiency and knowledge of products and solutions with the ability to clearly communicate appropriate recommendations to address customer needs
- Actively uses metrics to monitor performance and understand results and drivers
- Collaborate closely with other team members

Who We Are

We are a fast-growth business that's already serving some of the world's major companies, their advisors and investors, enabling them to make better, more informed decisions faster. It's a great time to join. We are still in the early years of our mission and it's a great time to join us. We are passionate about our work and inspired by the impact it has on our customers. We embrace a culture where fresh thinking and curiosity are encouraged. We believe in empowering individuals to reach their full potential. As one team, we believe in collaborating to reach shared goals, and developing through challenging and meaningful experiences. Our employees are passionate, professional, collaborative and energetic, and all have the ability to make a direct impact on the future of the company.

We are an equal opportunities employer and are committed to supporting the professional development of each individual and helping everyone to reach their full potential.

For more information about us visit cipher.ai

In order to apply – please send your resume and covering letter via our website.

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