

Advert

Job Title: Junior Sales Development Representative

Reporting to: Annabelle Miles, Head of Marketing

Working Pattern: Full-Time – 37.5 hours per week, Monday to Friday

Work Location: Hybrid but able to commute to our HQ in Bottisham (ideally 2/3 days per week) with a requirement to attend site when needed.

Job Summary:

We are looking for an enthusiastic and motivated Junior Sales Development Representative to join our team in a hands-on role. This opportunity is perfect for someone eager to learn and grow within a fast-paced, growth-oriented company, particularly with an interest in psychology and neuroscience. As a Junior Sales Development Representative, you will play a vital role in supporting our sales efforts by identifying new business opportunities and nurturing client relationships. Your proactive nature and willingness to seek knowledge will be key to your success in this position.

Key Responsibilities:

- Work closely with the Marketing and Business Development teams to prospect, cold call, email, and utilize social selling to generate targeted leads from account, territory, regional and therapeutically aligned campaigns.
- Collaborate with our clinical business development directors to drive sales growth by identifying and pursuing new business opportunities while maintaining a strong sales pipeline.
- Understand the details of marketing campaigns and translate them into targeted inside sales activities aimed at engaging prospects and increasing revenue.
- Assist in developing and implementing sales strategies to achieve growth objectives.
- Build and maintain supportive relationships with key clients, actively listening to their needs and providing tailored solutions.
- Be the first point of contact to nurture and develop inbound marketing-generated leads.
- Monitor personal sales performance and participate in regular reporting to senior management.
- Collaborate with marketing and product development teams to ensure alignment and support for sales initiatives.
- Utilize HubSpot CRM software to manage customer relationships, track sales activities, and generate insightful reports.

What we need from you:

Essential:

- Excellent communication and interpersonal skills with the ability to speak on the telephone to connect with clients and colleagues.
- Analytical thinker with a problem-solving mindset, ready to tackle challenges and seek solutions independently—frequently utilizing resources like Google to find answers.
- Technologically savvy in using software, and with a proactive attitude to lean into new challenges
- Open to feedback and committed to personal and professional growth.
- Live locally to Cambridge as will be required to be in the office up to 3 days per week.

Desirable:

- Previous experience in sales is ideal but not necessary; candidates with a strong willingness to learn are encouraged to apply.
- A keen interest in psychology or neuroscience, paired with a desire to learn about the sales process.
- Proficiency in using CRM software or other SaaS based solutions (experience with HubSpot is a plus).

What We Offer:

- Competitive salary with performance-based incentives.
- Be part of a friendly team that are driven to achieve commercial success and have a positive impact on global health
- Flexibility
- Hybrid Working– 2/3 days a week at our office in Bottisham, just outside Cambridge; and the rest of the week can be worked at home,
- 26 days annual leave per year plus bank holidays (including 3 days for Christmas break) with a holiday buy/sell scheme
- Generous pension with up to 6.5% company contribution, (minimum 2.5% Employee Contribution)
- Life assurance 2x base salary
- Private Health Insurance - Bupa Insurance, Simply Health Cashback Scheme
- Employee assistance programme including 24/7 virtual GP
- Discretionary share options – a % of base salary, with nominal exercise price and vesting over 3 years (subject to board approval)
- The opportunity for professional growth and development in a supportive, innovative work environment.

- A chance to contribute to progressive research and advancements in brain health.

What will be required in the interview process:

1. Initial 20 min pre-screen call to understand current skills and experience
2. Round one: Initial interview
3. Round two: A short 30-minute task on a specific real example scenario task
4. Round three: Chat with senior leadership