

Sales Development Representative

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| Title | Sales Development Representative |
| Employment | Full time |
| Role Reports to: | Sales Director |
| Location: | London / remote |
| Closing date: | 31 st August 2023 |

About Diligencia

Diligencia (www.diligenciagroup.com) is a specialist information services provider, focused on supporting due-diligence and corporate intelligence work within the Middle East & Africa region. Established in 2008, we combine advanced technology and human insight to extract and collate unstructured data on companies in territories where public domain information is not readily available. Clients rely on the combination of our technical retrieval skills and data curation to establish unequivocal facts upon which corporate intelligence is built and decisions become more informed.

Headquartered in Oxford, Diligencia also has offices in Tangier, Morocco and Dubai in the UAE, which support our data gathering activities across the region. In total the group currently has 70 employees representing 14 nationalities.

What we believe and how this informs our daily decision making:

- **Clarity** – our guiding philosophy informing everything we do, from the quality of our information, how we communicate and what we enable our clients with i.e. enabling clarity in their decision making
- **Authenticity** – our information is authentic because we go to original and official data sources to establish unequivocal facts. We also strive to be authentic, open, and honest in our relationships with each other internally, and the clients and partners we work closely with; we provide information on emerging markets, which we believe should be easily and openly accessible to everyone
- **Tenacity** – we have had to work hard to build our database, tying together data from several different sources, sometimes entering it manually. Our company history therefore speaks of tenacity, the same kind of tenacity and attention to detail all our employees show when they go about their research
- **Relationships** – the relationships between the subjects on our database unlock the power of our information; the relationships we have with our clients, our employees, our suppliers, and our host governments are also key to our future success

Job purpose

Reporting directly to the Sales Director, we are looking for a Sales Development Representative to join our team. As an SDR, you will be responsible for identifying potential customers, generating new business opportunities, and managing leads through the sales pipeline. You will work closely with the Sales Director to ensure that our company's sales goals are met.

We are looking for someone who has excellent communication skills, a strong work ethic, and a proven track record of success in sales. If you are a self-motivated individual with a passion for sales, we encourage you to apply.

The successful applicant will:

- Identify and manage new sales leads for the company through inbound and outbound sales activities
- Contact and qualify potential new customers
- Arrange appointments with leads
- Collaborate with the sales team to develop strategies for reaching sales targets
- Manage leads through the sales pipeline and track progress towards meeting sales goals
- Use our CRM platform, HubSpot, to manage leads and sales activities
- Deliver presentations to persuade customers to buy new products or services
- Attend conferences to understand industry trends
- Provide regular reports on sales activities and results to management

Requirements specific to the role

You will:

- Have a good understanding of the business environment and a willingness to learn about entity data, business information solutions and KYC/AML regulations
- Have gained experience selling products or services in another firm or firms, ideally in industries/sectors that are major users of compliance and risk management solutions
- Have strong commercial, entrepreneurial and sales skills
- Be ambitious, energetic and have strong interpersonal skills
- Be able to organise yourself independently while communicating and consulting with the broader team members on a continuous basis
- Be results driven and have a proven track record of setting and achieving sales targets
- Have the ability to work within a team-oriented and innovative environment
- Have the ability to work remotely for periods of time
- Have excellent written and verbal professional communication skills
- Ideally have another European language and/or Arabic
- Be experienced in MS Outlook, Excel, PowerPoint and other business applications
- Be experienced in using CRM platforms (e.g. HubSpot) to manage and report activity



- Have a Bachelor's degree in business or related field

Benefits

Diligencia is a forward-thinking company which offers a competitive package, including:

- Competitive base salary
- Commission on new business sales
- Entry into the Enterprise Management Incentive (EMI) share option scheme
- Life assurance at 4x salary
- Contributory workplace pension scheme
- 25 days annual leave
- Private health scheme

How to apply

Thank you for your interest in working at Diligencia.

Please send a copy of your CV and a covering letter to careers@diligenciagroup.com

All applications need to be received by the close of business on the date specified above.

We will be in touch shortly if there is a suitable position available for you.

Unfortunately, it is not possible to respond to all applications due to the number we receive. If you do not hear from us, regrettably your application has been unsuccessful. We wish you all the best with your employment search.