

## Sales Development Representative

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Company: Elsevier

Location: Colombia

Category: other-general

## Sales Development Representative

**Would you love to help drive sales collaboratively with solution-based products?**

**Are you passionate about making researchers and students more productive, helping them organize their work?**

### About our Team

Our Academic & Government team helps our communities accelerate knowledge for a better world by helping to establish, discover and advance knowledge. We do this by turning scientific discoveries into peer reviewed knowledge, hosting the world's richest corpus of knowledge, allowing users to unlock insights from content and by measuring the quality and impact of research - turning insights into outcomes.

### About the Role

The Sales Development Representative are focused on prospecting leads accountable for driving new sales opportunities. They focus on identifying potential customers, determining likelihood of conversion, and feeding qualified accounts correctly improving lead generation success rates. As catalyst for new sales generation, they create a conveyor belt of leads for

Solutions Account Managers.

## **Responsibilities**

Prospecting for new business through high volume of activity on a daily basis through multiple channels. Including the phone, email and LinkedIn. Following up with prospects as previously identified.

Owning the lead-generation process by researching assigned targets and reaching out with tested value propositions to qualify prospective customer.

Coordinating with Marketing to track, assess and qualify omnichannel leads.

Meeting with Solutions Account Executives to ensure all information gathered during pre-sales process is accurate and fully documented.

Working closely with sales teams scheduling qualified demonstrations, meetings, building your pipeline, and produce real business opportunities. (In accordance with approved sales management guidelines).

Identifying qualified prospects and navigating company structures to identify key decision makers and influencers.

## **Requirements**

Have proficiency in English, Spanish, and Portuguese.

Have Sales, customer facing, lead generation, and scientific research experience are but not required.

Demonstrate excellent written, verbal, and presentation skills including communicating complex content to a range of audiences.

Display a self-starter attitude and excellent efficiency/self-management.

Have a proven track record of work ethic and exceeding goals. Coupled with a positive attitude and eagerness to excel in an agile environment.

Able to utilize outstanding problem-solving skills, with the ability to identify complex issues related to sales, marketing, and business development.

Be interested in a career in sales and a company that will develop you.

Be able to use Microsoft Office applications and Linked In.

### **Work in a way that works for you**

We promote a healthy work/life balance across the organization. We offer an appealing working prospect for our people. With numerous wellbeing initiatives, shared parental leave, study assistance and sabbaticals, we will help you meet your immediate responsibilities and your long-term goals.

Working flexible hours - flexing the times when you work in the day to help you fit everything in and work when you are the most productive.

### **Working for you**

We know that your well-being and happiness are key to a long and successful career. These are some of the benefits we are delighted to offer:

Private Medical Plan

Private Dental Plan

Private Pension

Life Insurance

Meal/Grocery Voucher

Public Transportation Voucher

### **About the Business**

A global leader in information and analytics, we help researchers and healthcare professionals' advance science and improve health outcomes for the benefit of society. Building on our publishing heritage, we combine quality information and vast data sets with analytics to support visionary science and research, health education and interactive learning, as well as exceptional healthcare and clinical practice. At Elsevier, your work contributes to the world's grand challenges and a more sustainable future. We harness innovative technologies to support science and healthcare to partner for a better world.

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Please read our .

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