

## Sales Development Executive

Office Location: **Milton Keynes**

Employment Type: **Full time**

Work Location: **Office based (potential for some Hybrid)**

Department: **Marketing**

Compensation: **£20k - £25k + bonus**

We are open to flexible working

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### Application process

Contact Simon Bracewell for any informal enquiries about the role via email: [simon.bracewell@kineticsoftware.com](mailto:simon.bracewell@kineticsoftware.com)

To apply for the post please use our online application form: <https://kineticsolutions.typeform.com/to/E3P2zIDf>

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### About Kinetic

We are the UK's leading supplier of event management and student accommodation software to the higher education sector. Our team of 75 people work out of our Milton Keynes (HQ) and Ludlow offices in the UK and from our US office, generating annual revenues of £10m; we're growing at around 15% per annum. We're owned by Constellation Software Inc., one of the largest software groups in the world, providing fantastic opportunities for benchmarking, sharing best practice and learning.

Kinetic proudly supports 84% of UK and Irish universities, 60 universities in North America, as well as unique venues such as Lords Cricket Ground and the Merlin Group with our deep and powerful software offering. The culture at Kinetic is one of passion, drive and fun where everyone pulls together to deliver an outstanding customer experience, growth and profit.

We support personal development and build on individual strengths, providing options for career progression across our business.

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## Summary

As a Sales Development Executive you will be playing a pivotal role within the Sales pipeline at Kinetic. The Marketing and Communications team work closely with our Account Management team to deliver channels of marketing that drive lead generation for the business, you will be helping to deliver on this important work.

## Responsibilities

- The main responsibility for this role will be developing leads for our Account Managers by researching and adding new contacts to our Salesforce system through outbound tele-marketing.

Other responsibilities may include, but are not limited to

- Helping to ensure that our contacts are always kept up to date
- Making calls to invite customers and prospects to events
- Researching and providing sector insight to aide sales calls and collate business intelligence
- Assisting with the creation of sales pitches and tenders

## Skills

At Kinetic, we constantly strive to find the right people and provide all the tools and support to allow us to develop both personally and professionally. We are looking for bright and dynamic individuals who can bring energy and enthusiasm to a demanding role within a rapidly growing and successful company.

Preferred skills would include:

- Experience of outbound tele-marketing in a fast-paced environment
- Ability to work with cross-functional teams to deliver on a common goal.
- Interpersonal skills and developing relationships with team members and customers.
- Outstanding communication, presentations and prioritisation skills.
- Attention to detail

You are:

- Passionate about a career in sales
- Not easily daunted by people saying 'no'
- A great communicator and collaborator
- Tenacious
- Eager to learn and grow
- Ambitious



- Goal oriented
- Confident
- Adaptable
- Independent
- A team player

## Experience

- Previous outbound tele-marketing is essential
- Experience of working with Salesforce would be advantageous
- A knowledge of the Higher Education Sector would be advantageous

## Other information

You will need to provide

- proof that you have the right to work in the UK
- a reference
- a DBS check