

SALES LEAD GENERATOR

About Recite Me

In today's digital age, we believe everyone should be able to access web content in a way that works for them. Our mission is to make the online world accessible for all.

And we're not alone in this journey! Over 300 UK organisations already use our software to enable greater accessibility for their online content, products or services.

We're passionate about our cause and our product. As we move from start-up to scale-up, we need help to achieve our ambitious plans. Which is why we're looking for TWO (2) Sales Lead Generators to join our fabulous UK Sales Team.

About the Role

Our Sales team are the engine of our business and the role of Sales Lead Generator is the bright spark that ignites our growth!

Working closely with the Sales Executives you will research, identify and engage new prospects. Cultivate relationships with key decision-makers and influencers to better understand their needs and our product fit.

Where there is a good fit, you will book the meetings for the Sales Executives to close, ensuring all relevant information is shared.

Here are a few of the core aspects of the role. You will need to demonstrate experience of the following:

- Hunting and developing new leads, identifying prospects, building relationships and understanding their drivers for doing business with us
- Confidence in a target-driven environment, motivated to exceed expectations
- Effective use of the phone, email and social selling to maximise meetings booked and revenue won
- Be a great story-teller, capable of composing engaging content with an understanding what is relevant to a given audience (and why)
- Excellent time-management skills, being able to prioritize key tasks, manage multiple conversations at any given time
- Be a great listener and communicator, sharing knowledge and influencing for a positive outcome

About You

We're looking for great characters with the right attitude and aptitude. Here are a few of the things we look for in our Sales Lead Generators...

- Min 2 years' experience in B2B telesales or lead generation, ideally within SaaS
- Strong team player who will work closely with your colleagues

- Confidence in a target-driven environment, tenacious with the motivation to exceed expectations
- ABC – Always Be Curious – you are always asking the right questions of prospects, colleagues and yourself
- Friendly, enthusiastic, confident and comfortable with talking to stakeholders of all levels on the phone, email or face-to-face
- Knowledge of, or interest in, Accessibility, Diversity, Inclusion and the Digital world

Location

Office-based, Newcastle/Gateshead Quays HQ

Benefits

- Great culture & working environment – awesome views of Newcastle Quayside
- 30 days annual leave including Bank Holidays
- Pension & Healthcare
- Childcare voucher scheme
- Genuine Meritocracy
- Fun social scene

Hours

Typical 09:00–17:30 working day

Remuneration

Salary - reflective of experience

Applications

Inclusion is central to who we are and the software we build. We know that having people from all walks of life makes us a more creative and innovative company. Our people are our business, which is why we are proud to be committed as a Disability Confident employer and a member of Inclusive Employers. We are committed to making our recruitment process as inclusive as possible. If you have any questions about accessibility or adjustments for the application or interview stage, please let us know how we can support you.

Express your interest by submitting a CV and cover letter (detailing why Recite and headlining your suitability) to alison@reciteme.com or post to:

Recite Me Ltd
Baltimore House,
Quarryfield Road
Gateshead NE8 3DF