



## **Business Development Representative**

We are looking for an ambitious Business Development Representative (BDR) to join our growing team. This is an opportunity for someone with high energy, confidence and a determination to succeed.

If you have a keen interest in the technology/cyber security sector and a passion for sales, you will find Censornet a rewarding place to work.

### **About the role**

You will work to identify and engage warm leads. Using a combination of inbound leads and strategic prospecting, you will develop a pipeline of qualified, interested leads and work to convert them into meetings for the sales team.

You will be measured on the number of activities completed, the number of companies engaged, the number of meetings booked, and the revenue generated.

### **As Business Development Representative, you will:**

- Conduct high volume prospecting to generate new leads within our target market (defined by ideal customer profile and buyer personas).
- Leverage inbound leads to generate qualified interest, again within the target market
- Consistently meet activity goals.
- Use CRM effectively and in line with company requirements to document and track activity and prospects.
- Alongside the marketing team use marketing automation and other sales/marketing tools to engage with and develop leads, optimise effort and output.
- Conduct regular connect calls and discovery calls with prospects.
- Understand Censornet's narrative, value propositions and unique selling points inside out and be able to differentiate us from our competitors in the eyes of prospects.

### **The successful candidate will have the following skills and experience:**

- Curious about and confident talking on technical topics
- Strong organisational and time management skills
- High levels of energy, passion and enthusiasm
- Calm under pressure, able to listen to and address objections
- A curious and challenging mindset, committed to doing quality work
- Constant learner
- Fluent spoken and written English



A fantastic opportunity to work in a start-up environment, in one of the fastest growing industries. Enormous potential for the right BDR to develop and put into practice a wide range of skills and contribute to the company's ambitious revenue and growth targets. Censornet is also dedicated to providing structured training, development and coaching to help you achieve your maximum potential.

### **The successful candidate can expect from us:**

- Competitive OTE
- Share Options
- Private Medical Insurance, Critical illness cover and Death in Service
- Pension
- 24 days holiday, additional days holiday for your birthday and standard UK Bank Holidays
- On site gym
- Personal Development

### **About CensorNet:**

Censornet is the leading force in innovative and automated cloud security that offers robust, consolidated solutions for businesses. Our unique cloud security platform (providing email security, web security, CASB and MFA) and approach has led to more than 1,500 customers globally selecting us to protect their millions of users from a range of security threats. From the point of user access to deep granular transparency and control, our security suite helps organizations embrace the potential of the cloud without compromising security or limiting users. The company is headquartered in Basingstoke.