



Business Development Representative (BDR)

About Us

We're a fast-growing tech company headquartered in Edinburgh. We are on a mission to enable zero deforestation and degradation, and support mass forest restoration. We do this by producing the highest quality nature mapping data products, and passing these to clients with high quality custom analysis and advice.

Our clients include major international companies (e.g. Apple), expert consultancies (e.g. The Biodiversity Consultancy), major NGOs (e.g. WCS and TNC), funders/sellers of carbon credits (e.g. Everland), and forest carbon project developers across the tropics.

All of our work is based on extensive scientific research – read some of our papers here - with our expert science and technology team including 12 with PhDs in ecology or satellite science, and world-class AI and software engineers.

Job Overview

We are seeking a dynamic and motivated Business Development Representative (BDR) to join our growing team. The ideal candidate will play a

crucial role in expanding our customer base and driving revenue growth. As a BDR, you will be responsible for generating and qualifying leads, initiating contact with potential clients, and nurturing relationships to drive sales opportunities.

Responsibilities

- **Lead Generation:** Identify and prospect potential clients through various channels, including cold calling, email campaigns, social media, and other innovative approaches.
- **Qualification:** Conduct thorough research on potential leads to ensure alignment with our target customer profile. Assess their needs and pain points to qualify prospects effectively.
- **Engagement:** Initiate and maintain communication with leads to create interest in our products/services. Utilize strong communication skills to articulate our value proposition and address client inquiries.
- **Relationship Building:** Cultivate and nurture relationships with key decision-makers. Collaborate with the sales team to transition qualified leads and opportunities for further development.
- **Pipeline Management:** Effectively manage and document all lead interactions and activities in the CRM system. Keep the sales pipeline up-to-date, providing accurate and timely information to support decision-making.
- **Collaboration:** Work closely with the marketing team to align outbound efforts with broader marketing initiatives. Provide valuable insights into market trends and customer feedback.
- **Targets and Reporting:** Achieve and exceed monthly and quarterly targets for lead generation and qualification. Provide regular reports on lead generation and conversion metrics.

Requirements

- **Education:** Bachelor's degree in Business, Marketing, or a STEM related field is preferred.
- **Experience:** Proven experience in business development, lead generation, or sales development roles. Familiarity with B2B sales is a plus.
- **Communication Skills:** Exceptional verbal and written communication skills. Ability to articulate complex concepts clearly and concisely.

- **Self-Motivated:** Proactive and driven individual with a strong work ethic. Ability to work independently and as part of a collaborative team.
- **Technologically Savvy:** Proficient in using CRM software, sales engagement tools, and other relevant technologies.
- **Adaptability:** Ability to thrive in a fast-paced environment and adapt to changing priorities.
- **Customer Focus:** Demonstrated understanding of customer needs and the ability to tailor communication to address those needs.

Benefits

- Competitive salary and performance-based incentives
- Ongoing professional development opportunities
- Collaborative and inclusive company culture

Company Values

We have defined values and we are proud of them. Each team member has an obligation to work in a way that is in keeping with our values and this will form part of how we assess contribution to our business.

Our values are -

- Science Drive
- Committed to Quality
- Integrity
- Innovation
- Equality

Working Hours

37.5 hrs pw (part-time hours are considered)

All our roles operate within normal office hours, Mon - Friday. Very rarely, weekend and evening working may be required.

Some roles require UK and international travel (up to TBC % of time for this role), with adequate notice.

Additional Requirements

Right to work in the UK



Ability to travel to our office in Edinburgh, Scotland to either work or participate in team events (most roles offer 3 days office/2 days homeworking; many people work 4-5 days a week in the office)

If you are a motivated individual with a passion for business development and want to be part of a dynamic team, we invite you to apply. Please submit your CV and a cover letter detailing your relevant experience and why you believe you are the ideal candidate for this role to careers@space-intelligence.com

Space Intelligence is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Closing date: Monday, 11th March 2024 @ 5 pm GMT.