



Sales Development Representative at School Space

Applications close: 12th March 2019

Interview date: 20th/21st March 2019

Start date: 25th of March 2019 (Flexible)

Location: London or Oxford, open to remote working

Salary: £23,000 - £28,000 pa Base + Commission. Expected OTE £30,000-35,000.

To apply: Please send in a CV and cover letter to jemma@school-space.org.

Applications without both of these will not be considered.

School Space - Why

Like it or not, funding plays a critical role in a schools ability to deliver a great education, and we are unfortunately facing a funding cut crisis in the UK, the scale of which hasn't been seen since WW2. This is the first problem we're trying to solve.

Secondly, a recent study (conducted by the Eden project) identified that disconnected communities cost the UK economy over £32 billion/year. Extensive research has concluded that people feel happier, safer and more content when they live in connected communities and know their neighbours. Across the UK, connected communities are simply not happening.

This is where School Space comes in.

School Space - How

Schools have lots of spaces that sit empty on evenings, weekends, and holidays. We work with schools across the South East to help them let their spaces to community groups, which not only increases school income, it also makes affordable spaces available to the locals which in turn helps to build a thriving school at the center of a thriving community.

School Space - Team

Founders James and Jemma have been working on this problem for 7 years, and recent success includes investment raises, 29 partner schools, over half a million generated for them. We've been on the Techstars 2018 Cohort, been nominated for Social Enterprise UK's Social Enterprise of the Year, and picked up a few awards and amazing networks along the way. Our team are committed to the nth degree and full of the belief that social business is the model of the future. We have endless determination to see School Space grow fast and well, scaling our impact across the UK and beyond. In the mix we have Oxbridge graduates, marathon runners, a pilot, industry veterans, an Olympic torchbearer and a man who once ran a marathon with no training/trainers for an onion bhaji.



The Role - Why

We need more school partners to increase our impact - and we need to hire a few amazing, motivated people to find and engage them. With every contract you secure, you will make an impact on the education sector (and some commission too)

The Role - How

Key responsibilities include:

- Feed into an outbound strategy to find and qualify new leads through web searches, local meetups, classified ads and community networks
- Create, prioritize, and qualify strategic target account lists within a defined market
- Conduct prospecting to qualify leads, identify the key stakeholders, and organise meetings through calls, emails, and social media
- Build relationships with new prospects over the phone or email and demonstrate the value of School Space to them from the first interaction.
- Collaborate with School Partnerships Executives and the Director/co-founder you report into, to convey details of the opportunities and arrange discovery calls or meetings with the prospective leads.
- Achieve or exceed monthly quotas of qualified opportunities and closed business
- Suggest innovative ways to catch schools' attention and obtain new meetings with them.

What we want from you:

- Hustle.
- A track record of high achievement, going above and beyond
- Resilience - the ability to persist, overcome objections and engage stakeholders effectively
- Excellent written and verbal communication skills
- Previous successful sales experience or strong desire to begin a sales career
- The ability and desire to work in a fast-paced, challenging environment with peers who challenge you to constantly improve
- Natural curiosity with sincere empathy for customers - a people person.
- The technical aptitude to master our CRM tools
- A motivation to hit targets and earn commission
- An eagerness to take on more responsibility, and you thrive on change - we are a start up and that means things are fast moving.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.