



Sales Development Representative (Full Time), Australia.

ABOUT NUTRITICS

Since Nutritics launched in 2013, we have quickly become a global leader in the provision of accurate and reliable recipe and nutrition management software. We provide our software to thousands of forward-thinking businesses in 170 countries around the world in foodservice, food manufacturing, healthcare, education and elite sport. Our clients include some of the world's largest and most forward thinking businesses.

YOUR MAIN RESPONSIBILITIES

The ultimate aim of a Sales Development Representative is to expand a company's customer base. The Sales Development Representative will generate leads, solicit new potential customers, and connect these customers with the right sales person.

- Reaching out to all inbound leads that sign up for trials through the website (Australia + New Zealand).
- Moving solid leads through the marketing funnel, connecting them to a salesperson, and arranging in-person meetings, emails, or phone calls.
- Following-up with potential customers who expressed interest but did not purchase any goods or services.
- Initiating contact with potential customers through cold-calling or responding to inquiries generated from advertisements.
- Creating relationships with customers to identify their potential needs and qualify their interests and viability to drive sales.
- Presenting product information to customers once you have identified their needs.
- Prospecting new potential customers via outbound methods (email, linkedin, etc).

CAREER PROGRESSION OPPORTUNITIES

- Recognition as a key part of the team that continues to deliver significant sales growth
- Opportunity to learn from working alongside an experienced management team and market leading clients around the world
- Interaction with senior management of international foodservice, elite sport, healthcare and education businesses
- Over achievement in this role will present an opportunity to work as an Account Executive.

THE IDEAL CANDIDATE WILL HAVE

- Previous experience in sales or a customer facing role
- Track record of over achieving
- Strong communication, interpersonal, teamworking, and customer service skills
- Fluent spoken and written English.
- Proficiency with Microsoft Office
- Previous experience in nutrition is an advantage but not essential
- Ability to work on their own initiative while working alongside a supportive team

- Excellent communication skills both oral and written

MOST IMPORTANTLY

Being a people-focused Company, it's not just about your role. We are equally interested in you. Nutritics' core values are real – they are driven by our CEO and are strongly held by everyone working here. These values of Career Fulfilment, Honesty & Integrity, No Ego, Customer First, Excellence, Drive and Personal Commitment allow us to retain and develop excellent staff. We want our team to look forward to coming to work every day and this drives our culture and outlook.

OUR BENEFITS

- 20 days annual leave
- Training & Development Programmes
- Sports and Social Club (with optional local gym membership)

WORKING WITH NUTRITICS GIVES YOU

- An excellent remuneration package
- Unparalleled opportunities to a rewarding & diverse career path
- An experienced technical peer group
- Access to on-going training & development

LOCATION & HOURS OF WORK

This is a remote position at present. As we grow out the team in Australia, there is a potential for a central office in the future. The candidate will be expected to work a minimum 37.5 hour week. We operate a flexi time policy and on occasion evening work will be required to service international markets.