



CASCAID - Business Development Representative

Based in Leicestershire, full time, permanent

Who are you?

You are a highly driven individual with integrity, a great work ethic, and excellent interpersonal skills. You have a knack for connecting with people by combining empathy and openness in your approach. You are a motivated learner who is able to handle multiple priorities and take ownership of your success. You are eager to join a growing SaaS company that offers extensive sales training and coaching to grow your career.

Sound exciting to you? Read on!

What you'll do...

- Help Sales Consultants source sales pipeline through direct outreach (phone and email) based on our prospect database and your own research
- Qualify leads using specific guidelines and criteria in a CRM (Salesforce)
- Engage leads through follow-up communication
- Prioritise and organise the lead pipeline on a daily basis for maximum efficiency
- Make outgoing sales calls, seeking new school and college clients
- Ensure all sales activities are accurately recorded and tracked in Salesforce
- Take part in weekly, monthly, and annual sales meetings

What we're looking for...

- 0 to 1 year of sales experience
- A team player who is open to growth and professional/personal development
- The ability and confidence to cold call and engage in meaningful discussions
- Strong organisation, prioritisation, and time management skills
- Highly motivated and self-directed, with a strong record of success



We're CASCAID - come join us!

We are CASCAID (part of Xello), a leading developer of future readiness programs. Our mission is to help anyone, anywhere in the world, create a successful future through self-knowledge, exploration, and planning.

Every day we are our genuine and best selves at work. We are a diverse group of individuals who work hard, laugh often and share in each other's lives. We are an inclusive, equal opportunity employer. Embracing agile practices, an innovative mindset, and keeping our users at the heart of what we do, are just a few of the keys to our success.

You'll be joining a small yet dynamic CASCAID team at an exciting time as we look to further embed our recently launched Xello product in the UK market. This is a really exciting role for someone who wishes to be part of something big!

We offer:

- Competitive salary
- 25 days annual leave (plus Christmas closure and bank holidays)
- Company pension scheme
- Flexible work arrangements that include remote working
- Social activities
- A commitment to continuous learning and growth opportunities - we invest heavily in our people through training and mentoring

Like what you hear? Apply!

Please email your CV and a covering letter to our team:

talent@cascaid.co.uk or call +44 (0) 1509 226 868 for an informal discussion.