

Sales Development Representative (SDR) – AlarmMaster Pro

Location: Hull (Hessle) – 3 days in-office, 2 days remote.

Employment Type: Full-Time

Salary: Competitive + Commission

About Us

AlarmMaster Pro is a leading cloud-based Field Service Management solution designed specifically for fire and security businesses. We're transforming the way companies manage their operations, and we're on a mission to become the UK's top choice for F&S Field Service Management software.

To help us grow, we're looking for a passionate and results-driven Sales Development Representative (SDR) to join our team. If you thrive on building relationships, generating leads, and turning curiosity into commitment, this role is for you!

Your Role

As an SDR at AlarmMaster Pro, you'll play a pivotal role in our growth by identifying and nurturing potential customers. Your focus will be on introducing our software to fire and security businesses, understanding their pain points, and scheduling product demos for the sales team.

Key Responsibilities

- **Lead Generation:** Research and identify new prospects in the fire and security industry using tools like LinkedIn, CRM, and other databases.
 - **Outreach:** Contact prospects via phone, email, and social media to spark interest in AlarmMaster Pro.
 - **Qualify Leads:** Understand customer needs, qualify opportunities, and pass high-quality leads to the sales team.
 - **Relationship Building:** Develop meaningful relationships with potential customers and nurture them through the sales funnel.
 - **Collaborate:** Work closely with the sales and marketing teams to execute campaigns and improve outreach strategies.
 - **CRM Management:** Maintain accurate records of interactions and update the CRM system with notes, status updates, and next steps.
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What We're Looking For

- A self-starter with a can-do attitude and a desire to exceed targets.
 - Excellent communication and interpersonal skills, with the ability to engage and build rapport quickly.
 - Comfortable with cold calling, email campaigns, and social selling.
 - Strong organizational skills and attention to detail.
 - Familiarity with CRM tools (e.g., HubSpot, Wordpress) is a plus.
 - Previous experience in a sales or lead generation role is advantageous, but enthusiasm and a willingness to learn are essential.
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What We Offer

- Competitive base salary with performance-based commission.
- Comprehensive training to become an expert in our software and industry.
- Career development opportunities in a growing company.
- A supportive and collaborative work environment.
- Flexible working options (including remote work).

Ready to Join the Team?

If you're passionate about connecting with people and driving business growth, we want to hear from you! Send your CV and a short cover letter to antony.everington@asolvi.com

Let's shape the future of fire and security service management together!