

## Sales Development Representative (SDR)

**Company:** Starfish Construction

**Location:** Motherwell, Scotland (with on-site parking and excellent transport links)

**Salary:** £30k p/year

### About Starfish Construction Ltd.

Starfish Construction Ltd. is a renowned leader in providing high-quality construction services, specialising in **building envelope refurbishments** and **facade remediation**. We take pride in delivering innovative, sustainable, and client-focused solutions, ensuring that every project meets the highest standards of craftsmanship and service. We are committed to exceeding client expectations in every aspect of our work, from initial consultation to project completion. As we continue to expand, we are looking for a highly motivated and results-driven **Sales Development Representative (SDR)** to join our growing team.

### Position Overview

As an **SDR** at Starfish Construction you will be at the forefront of our business development efforts, driving new opportunities and helping to fuel our sales pipeline. Your role will involve identifying, engaging, and qualifying potential clients, while building strong relationships with key decision-makers across various sectors of the construction industry. You'll collaborate closely with our Business Development and Commercial teams to ensure our offerings reach the right audience. If you thrive in a dynamic, fast-paced environment and have a passion for the construction industry, this is the role for you!

#### Key Responsibilities

- **Lead Generation & Outreach:**
- Develop new business opportunities through strategic outreach via email, LinkedIn, phone calls, and other tools to engage with prospective clients for our Business Development and Commercial Teams.
- **Prospect Qualification:**

Utilise CRM systems, databases, social media, and industry publications to identify and qualify leads, ensuring that prospects align with Starfish Construction's services and value proposition.

- **Insight-Driven Engagement:**

Engage prospects with intelligent, insight-led questioning to understand their needs and create interest in our building envelope refurbishment and facade remediation services.

- **Follow-Up & Relationship Building:**

Build and manage follow-up programs using our CRM system, ensuring that every prospect is nurtured and guided through the sales journey.

- **Collaboration & Strategy Alignment:**

Share insights and regularly attend team meetings to align sales strategies with prospect feedback, helping refine outreach approaches and offering valuable market intelligence.

- **Industry Knowledge & Trends:**

Stay up-to-date on industry trends, construction regulations, market shifts, and emerging technologies to ensure that your outreach is informed and relevant to potential clients.

## What's on Offer

- **Competitive Commission Structure:** Uncapped earning potential based on performance.
- **Comprehensive Training & Support:** Gain the skills and knowledge needed to succeed in the role with ongoing guidance and resources.
- **Modern Office Environment:** Based in Motherwell, Scotland, with excellent transport links and on-site parking.
- **Career Growth Opportunities:** Regular feedback, clear pathways for advancement, and salary progression for high performers.
- **Accelerated Growth for High Achievers:** The chance to quickly move up within the organisation based on your success.
- **Access to Top Tools & Resources:** Utilise state-of-the-art software and marketing materials to excel in your role.
- **A Fun, Collaborative Team Culture:** Work with a close-knit, supportive team that values your contributions.

## What We're Looking For

- **Self-Motivated & Energetic:** You bring enthusiasm and a proactive, self-starting attitude to the job.
- **Results-Driven:** A strong desire to exceed KPI targets and contribute to company growth.
- **Attention to Detail & Organisation:** Exceptional time management, organisational skills, and the ability to manage multiple tasks efficiently.
- **Passion for Construction Solutions:** A genuine interest in construction and the ability to help businesses grow through our services.

- **Excellent Communication Skills:** Exceptional verbal communication, particularly over the phone, and the confidence to engage with multiple stakeholders in the decision-making process.
- **Previous Experience:** Prior experience in sales development, especially within the construction industry, is preferred but not essential.
- **Resilient & Adaptable:** Able to thrive in a fast-paced environment and bounce back from setbacks with determination.

Send your CV to [careers@starfishconstruction.com](mailto:careers@starfishconstruction.com) or upload via the form at the foot of the careers page.