



Sales Development Representative - FullProxy

FullProxy is a prominent cyber-security integrator. We protect our clients' digital assets and help them navigate an ever-evolving threat landscape. As part of our growth plans, we are hiring a **Sales Development Representative** to build our sales pipeline and expand our market presence. This role focuses on generating new business opportunities, creating interest in our services and nurturing prospects until they are ready to engage with our sales team. Over time there will be the opportunity to take ownership of closing new business.

About the role

This role combines research, outreach and relationship-building. You will use a mix of phone calls, emails and social media research to engage potential customers and schedule qualified discovery meetings for our account managers. The position requires comfort with a high volume of daily outbound activity, curiosity to learn about cyber-security solutions and the persistence to uncover prospects' challenges.

Key responsibilities

Your day-to-day work will be centred on creating pipeline and supporting the sales team:

- **Generate leads and build a pipeline** – Develop and manage a list of target accounts using in-house data, LinkedIn and other research channels. You will call prospects, research them on social media and leverage our CRM to track interactions.
- **High-volume outreach** – Make approximately 150 quality calls per day and spend at least two hours on the phone. Use personalised emails and LinkedIn messages to introduce FullProxy and our solutions.
- **Qualify opportunities and schedule meetings** – Ask questions to uncover business needs, set up qualified discovery meetings and product demos for account managers. Quickly establish rapport and build long-lasting relationships with prospects.
- **Deliver an exceptional experience** – Ensure every interaction reflects our commitment to high-quality service, maintain accurate records of your activity in the CRM and follow up diligently.
- **Meet and exceed targets** – Work towards monthly qualified lead and sales quotas. Continuously learn and help improve our lead-qualification and sales processes.

Skills and qualifications

We are looking for a driven professional with a passion for sales and the ambition to grow within a cybersecurity company:

- A **history of overachievement** and a genuine passion for sales.
- A **competitive team player** who collaborates well with colleagues and enjoys celebrating shared success.
- **Tech savvy**, with the ability to use CRM and sales engagement applications confidently.
- A **strong communicator** who is comfortable making high-volume outbound calls and can maintain a positive, energetic attitude.
- Organised and detail oriented, able to keep meticulous records of outreach and manage multiple prospects simultaneously.
- Prior business development experience (three to five years preferred), ideally in technology or cybersecurity, is beneficial but not essential; we value ability and potential as much as past roles.

What we offer

Joining FullProxy means becoming part of a supportive and innovative team. We provide:

- **Impactful work** – An opportunity to join a growing business where your ideas and actions have a real impact.
- **Competitive salary and incentives** – A fair base salary and performance based incentives.
- **Supportive culture** – Work alongside industry experts in a collaborative environment that values learning and growth.
- **Comprehensive benefits** – Private medical healthcare, company pension, life assurance and Perkbox incentives.
- **Balanced schedule** – A full-time, 8-hour shift schedule that helps you maintain a healthy work-life balance.

FullProxy is an equal opportunity employer. We welcome applications from people of all backgrounds and experiences and are committed to creating an inclusive workplace. If you have the drive to succeed in a dynamic environment and want to grow your career in cybersecurity, we'd love to hear from you.