

SALES DEVELOPMENT REPRESENTATIVE

Location: Scotland (Hybrid)

Reporting to: Sales Director

Industry: Cyber security / Network Infrastructure / Zero-trust architecture

Package: £25,000 - £32,000 DOE + uncapped commission

ABOUT FULLPROXY

FullProxy is a leading Scotland-based cyber security consultancy specialising in protecting both the public and private sector. With a deep understanding of the unique challenges faced by the sector, we offer tailored solutions to safeguard sensitive data, critical infrastructure, and public services.

Our approach encompasses strategy development, risk assessment, technology implementation, and ongoing support - all designed to bolster cyber resilience while ensuring regulatory compliance.

Our team is growing, and we're looking for a technically savvy **Sales Development Representative** to help us scale our client base and drive qualified opportunities into the pipeline.

POSITION OVERVIEW

We're seeking an experienced SDR who can intelligently engage with technical stakeholders, and initiate conversations that lead to qualified sales opportunities. You'll be the first point of contact for many prospects and must be capable of identifying pain points, aligning our solutions with client infrastructure needs, and teeing up high-value meetings for our senior sales team.

Experience of these solutions is preferred but not essential, as you will be accompanied by an experienced team who will provide training and support throughout

KEY RESPONSIBILITIES

- Conduct targeted outreach to technical buyers (e.g., IT Managers, Network Architects, CISOs) via phone, email, and LinkedIn
- Research company infrastructure and identify high-potential use cases for FullProxy's solutions
- Qualify prospects using detailed discovery conversations and alignment with use cases (cyber resilience, application delivery, zero trust architectures, etc)



- Maintain a deep understanding of FullProxy's technical value proposition to ensure credible engagement with IT stakeholders
- Collaborate closely with Solutions Engineers and Account Executives to transition qualified opportunities smoothly
- Leverage CRM and engagement tools (e.g., HubSpot) to manage and optimise outreach efforts
- Provide real-time market feedback on prospect needs, objections, and technical concerns to inform product and sales strategy

SKILLS AND EXPERIENCE

- Experience in a similar SDR / BDR role is preferred, but so long as you have a hunger to succeed and a willingness to learn, you will be considered.
- Proven success in generating and qualifying leads in complex B2B sales cycles is preferred.
- Strong understanding of modern enterprise IT architecture, including certificate management, networking, security, cloud, and DevOps environments would strengthen your application.
- Ability to articulate technical concepts and value drivers to both technical and non-technical audiences
- Proficiency with CRM and outreach automation platforms
- Self-driven, detail-oriented, and motivated by measurable goals

PREFERRED EXPERIENCE

- Experience selling or supporting cyber security SaaS and on-prem solutions
- Background in working with mid-market to enterprise-level clients
- Familiarity with cyber security trends and frameworks

WHAT WE OFFER

- Opportunity to work at the intersection of cyber security and enterprise infrastructure in a rapidly growing team.
- Collaborate with a team of engineers, architects, and cyber security experts
- Competitive base salary plus uncapped commission
- Equity in the company from day 1
- Flexible remote/hybrid working model



- Support for ongoing technical training and certifications
- Clear path to growth into more senior technical sales or account roles. This is the perfect stepping stone into an AE role.

If you're a technically-inclined SDR who thrives on engaging with IT leaders and translating complex problems into clear sales opportunities — we want to hear from you.