

**Themis Job Description**  
**Sales Development Representative**

<b>Department:</b>	Sales Team	<b>Location:</b>	Remote, plus 3 days based at our London Office.
<b>Reports to:</b>	Sales Services Manager	<b>Role Type:</b>	Permanent / 5 Days per week
<b>Reported to by</b>	N/A	<b>Position:</b>	Sales Development Representative
<b>About Themis:</b>	<p>Our goal is to reduce the global impacts of financial crime.</p> <p>Themis is a socially responsible, B-Corp Certified business and considered “The Best in the World” for Governance by B-Corp. We help clients and members identify and manage their specific financial crime risks, through a combination of insight, intelligence and innovation.</p> <p>Financial crime is a very real and evolving problem. It has been described as “a cancer on our society” and “an issue of international security.” Not only is the scale of illicit activity in the trillions of £s, but the impact on all our businesses, the economy and society are profound.</p> <p>Our cutting-edge platform helps organisations understand these strategic threats through an ESG and socio-economic lens and protects their customers, staff, suppliers and shareholders from criminal attacks or association.</p> <p>In this way, we are fueling sustainable change in the public and private sector.</p>		

<p><b>Impact:</b></p>	<p>Themis aims to reduce the impact of financial crime through its day-to-day business, increasing awareness, improving capabilities and driving long term cultural change across the private and public sectors.</p> <p>We are a purpose-driven business and will work to meet the highest standards of verified social and business performance, public transparency, and legal accountability to balance profit and purpose.</p> <p>The positive impact of Themis is multiplied by the Themis Charitable Trust that directs and raises additional funds to support the victims of underlying predicate crimes.</p> <p>Themis is an equal opportunity employer and we are passionate about our inclusive culture and one which our CEO is keen to preserve as we grow. In Themis we work as a team, we support each other, we motivate each other, and we all travel together to reach our goals.</p>
<p><b>Job purpose:</b></p>	<p>We are looking for an experienced Sales Development Representative with a proven track record of exceeding lead targets. As our first line of communication with prospects, the ideal SDR will have strong communication skills, excel in lead relationship building and consistently set up our Business Development Managers for success.</p> <p>You will be tasked with making a high number of outbound calls to our chosen industry sectors in line with the campaigns set out by the Senior Management Team. Your daily focus will be intelligent and highly focused conversations with senior decision makers in large multinational organizations. Your objective is to enable high quality appointments for our Business Development team, contributing to our 2023 scale up mission.</p> <p>The ideal candidate will have a minimum of 2 years experience in a similar role and the ability to demonstrate consistency in hitting, and exceeding, targets.</p>

<p><b>Responsibilities</b></p>	<ul style="list-style-type: none"> <li>● Research prospects prior to making calls</li> <li>● Generate leads and build strong relationships</li> <li>● Identify potential new sales opportunities</li> <li>● Represent the company’s products and services</li> <li>● Proactively identify sales opportunities by staying up to date on regulatory changes</li> <li>● Utilize CRM as per guidelines set out in Sales Playbook</li> </ul>
<p><b>Experience required:</b></p>	<ul style="list-style-type: none"> <li>● Minimum of 2 years experience in a similar role</li> <li>● Great communicator.</li> <li>● You are results-driven and KPI-focused, ready to take ownership of your responsibilities and able to demonstrate success.</li> <li>● You thrive in a fast-paced, high-growth environment.</li> <li>● A background in Financial Crime is not essential but desirable.</li> <li>● Experience working in a start up at early stage of the business or high growth SME desirable but not essential</li> <li>● Comfortable operating in a small, tight-knit team.</li> </ul>
<p><b>Skills Required</b></p>	<ul style="list-style-type: none"> <li>● Outstanding and demonstrable oral and written communications skills</li> <li>● Solid range of technical day to day skills and applications</li> <li>● Interpersonal skills and the ability to develop working relationships both inside and outside the organization</li> <li>● Proficiency in using HubSpot (or other CRM software)</li> </ul>