

Business Development Representative

Solomonic is looking for a results-driven Business Development Representative (BDR) to join our expanding sales team focused on selling our unique commercial litigation data solution. The BDR will play a key part in the success of the company generating leads and contributing to revenue growth. You will actively seek new business opportunities and engage with potential customers across our key verticals. Specifically, you will be responsible for prospecting and initiating conversations with potential clients. Your primary goal will be to schedule meetings and demos for our sales team, ultimately contributing to the expansion of our customer base. We have established a successful prospecting method which we now need this role to scale.

About Solomonic

The Solomonic platform represents a paradigm shift for the UK litigation profession. Our unique data offers a new foundation for advice and decision-making. More than 5,000 litigation professionals rely on us to gain a better understanding of the risk, opportunities and outcomes of commercial litigation and we are on a mission to put our data at the heart of every key decision. As a result, following a period of sustained sales growth, we are looking for an BDR to help take us to the next stage in our journey.

Our culture

We're a small, high-energy team where everyone plays a critical role in improving our products and processes. We have a passion for great data and changing the market, plus having some fun along the way.

Our culture is collaborative, ambitious and agile. Things move fast. We like to see our work solving problems for our customers as quickly as possible, and we value each other. If you share these values and the description below sounds like you, then we would love to hear from you.

Responsibilities & Qualifications

Overall, you will

- Identify and research potential clients within the target market segments
- Utilise channels such as telephone, email and social media to initiate contact
- Engage with prospects to understand their business needs, challenges, and goals
- Craft compelling messaging tailored to the needs and pain points of each prospect
- Maintain regular communication through email, phone calls, and social media to nurture leads and progress them through the sales pipeline
- Schedule meetings, product demonstrations, and presentations for the sales team with qualified leads
- Coordinate with Account Executives to ensure seamless handover of leads and provide necessary context

- Update and maintain accurate records of prospect interactions and lead status in CRM software
- Monitor and manage the sales pipeline to prioritise activities and maximise conversion rates
- Stay informed about litigation trends, competitor activities and market developments to tailor outreach efforts effectively
- Work closely with the marketing team to align messaging and optimise lead generation campaigns
- Collaborate with Account Executives to exchange feedback and continuously improve processes

Experience

- Proven work experience as a Business Development Representative or similar role preferably within B2B
- Hands-on experience of sales prospecting techniques like telephone, email and social outreach
- An understanding of the legal services market a bonus

Skills For Success

- The expertise to command the respect and trust of senior litigation professionals
- Goal-oriented mindset with a track record of meeting or exceeding targets
- Experience working with a CRM
- Fair understanding of sales techniques, methodologies and performance metrics
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations
- Excellent organizational skills and attention to detail
- Adaptability and willingness to learn in a fast-paced environment
- Hardworking, high energy and motivation
- Ability to build trust and credibility with new customers
- Effective collaboration with other team members and departments
- Reliable, responsible and accountable

Technical Skills

- Understanding of key sales methodologies i.e. Challenger
- Familiarity with CRM and LI Sales Navigator helpful
- Excellent MS Office skills - capable of preparing PowerPoint, Word and Excel files without support
- Strong numeracy skills and a good level data literacy

Qualifications

- Bachelor's degree preferred

Benefits

The chance to forge excellent high-value relationships in the legal and corporate sector
A high impact role – in such a small team, everyone makes a difference and what you do will play an important part in the success of the company
Being part of a dynamic and fun team on a mission to transform legal data
Learning opportunities – there's a lot to learn very quickly, but we'll make sure you get the right support to learn and grow in the role
Bright and airy shared office space in Central London with social events, bottomless coffee and a beer tap!
Salary is market rate and dependent on experience

Diversity

We believe having diverse teams in which everyone can be their authentic self is key to our success. We encourage people from underrepresented backgrounds to apply and we don't discriminate.

Sponsorship

Unfortunately, we can only consider applications who do not require sponsorship to work in the UK.

Apply

If you are interested in the role, please email your CV to pnussey@solomonic.co.uk.