

## Sales Development Representative

**Location:** Sydney or Brisbane, Australia

**Seniority level:** Junior/Intermediate Level

**Job functions:** Sales, Sales Development, Business Development

Spotlight Reporting is an award-winning software business revolutionising the accounting industry. We are growing fast and are looking for a star Sales Development Representative (SDR) to join our team. This full-time role is based in our office in Sydney or Brisbane.

As our Sales Development Representative, you will be responsible for:

- Lead qualification, opportunity analysis, and outbound prospecting
- Supporting our Australian based sales team
- Updating Salesforce CRM system
- Attending industry events
- Participating in outbound campaigns in conjunction with marketing
- Achieving or exceeding monthly quotas of qualified opportunities.

Experience & Qualifications required:

- Past experience in outbound sales prospecting
- Ability to understand customer requirements and identify potential Spotlight Reporting solutions to fulfil requirements
- Ability to multi-task, prioritise, and manage time effectively
- Outstanding communication skills with an excellent focus on client satisfaction
- Demonstrated success in meeting monthly targets
- Being a team player with a proven track record of working well in teams
- Prior experience in the accounting industry and a good understanding of the cloud space is desirable but not essential.

To apply, please send your CV and Cover Letter to David New - [david@spotlightreporting.com](mailto:david@spotlightreporting.com).

## Company Description

Spotlight Reporting provides accountants with a great range of reporting options that save time and effort while delivering clarity for decision making. We have four cloud-based business intelligence tools, designed specifically for accountants looking to transform the way they deliver advisory services to their clients.

We import data from leading financial and non-financial software products to automatically create powerful dashboards, reports, three-way forecasts and multi-entity aggregations.

## Why Work for Spotlight Reporting?

- Work at the forefront of the cloud-based revolution
- Be part of a motivated and talented tight-knit team that is transforming the way business is conducted across the globe
- Accelerated opportunity to grow as a team but also individually
- Competitive base salary, commission and travel
- A friendly and open culture where your initiative and ideas are appreciated and valued.