



Job Title:	Sales Development Representative
Contract Type:	Permanent
Salary:	Negotiable based on experience
Working Hours:	Full Time
Working Pattern:	Monday to Friday
Location:	Manchester (with onsite parking and excellent transport links)
Start Date:	Immediate

About the Role

We're looking for a proactive and enthusiastic Sales Development Representative (SDR) to join our growing team at Starfish Construction. In this role, you'll be the first point of contact for potential clients, helping to generate and qualify leads for our Business Development and Commercial teams. You'll play a vital role in driving our growth by identifying opportunities, engaging prospects, and supporting the sales pipeline.

This is an exciting opportunity for someone who thrives in a fast-paced environment and is passionate about construction solutions and client engagement.

Key Responsibilities

Lead Generation & Outreach

- Develop new business opportunities through strategic outreach via email, LinkedIn, phone calls, and other tools.
- Engage with prospective clients to introduce Starfish Construction's services.

Prospect Qualification

- Use CRM systems, databases, social media, and industry publications to identify and qualify leads.
- Ensure prospects align with our services and value proposition.

Insight-Driven Engagement

- Conduct intelligent, insight-led conversations to understand client needs.
- Create interest in our building envelope refurbishment and façade remediation services.

Follow-Up & Relationship Building

- Build and manage structured follow-up programs using our CRM.
- Nurture prospects through the sales journey with consistent, value-driven communication.

Collaboration & Strategy Alignment

- Share insights and feedback with the wider team.
- Attend regular meetings to align outreach strategies with market intelligence.

Industry Knowledge & Trends

- Stay informed on construction trends, regulations, and emerging technologies.
- Ensure outreach is relevant and timely for potential clients.



Qualifications & Experience

- Previous experience in a sales or customer-facing role is a plus, but not essential
- Excellent communication and interpersonal skills
- Comfortable making outbound calls and engaging with prospects
- Strong organisational skills and attention to detail
- Self-motivated with a proactive attitude
- Familiarity with CRM tools (e.g., Salesforce) is advantageous

About You

We're looking for someone who:

- Is self-motivated and energetic – you bring enthusiasm and a proactive attitude to every task.
- Is results-driven – you're motivated by targets and love contributing to business growth.
- Has excellent communication skills – especially over the phone, with confidence to engage multiple stakeholders.
- Is organised and detail-oriented – you manage your time and tasks efficiently.
- Has a passion for construction – you're genuinely interested in helping businesses through our services.
- Is resilient and adaptable – you thrive in a fast-paced environment and bounce back from setbacks.
- Has previous experience – ideally in sales development or construction, though this is not essential.

Why Join Us?

At Starfish Construction, we're committed to your success and growth. Here's what you can expect:

- Competitive Commission Structure – Uncapped earning potential based on performance.
- Comprehensive Training & Support – Gain the skills and knowledge needed to succeed.
- Career Growth Opportunities – Clear pathways for advancement and salary progression.
- Accelerated Growth for High Achievers – Move up quickly based on your success.
- Access to Top Tools & Resources – Use state-of-the-art software and marketing materials.
- A Fun, Collaborative Team Culture – Work with a close-knit, supportive team that values your contributions.

Salary:

The salary for this position is competitive and negotiable based on experience and qualifications. We are committed to offering a compensation package that reflects the value you bring to our team.



Equality & Inclusion

Starfish 9 Ltd values diversity and promotes equality. We welcome applications from all sections of society and are happy to discuss reasonable adjustments or additional arrangements to support your application.

Please note: Candidates must be eligible to live and work in the UK.