

Job Description



Job Title: Kickstart Placement – Lead Generation/ Sales Development Representative
Reports To: Co-Founder & COO

Job Purpose: Lead Generation/ Sales Development Representative in Kickstart Scheme will report directly to the Co-Founder & COO. Their responsibility is to drive sales by generating leads and qualified pipeline from both inbound and outbound sources, profiling clients and providing valuable feedback on the effectiveness of our sales and marketing campaigns.

****Who we are****

Tickets for Good is a platform that connects ticket providers, corporate partners, and charities to allow everyone to do good, be seen and inspire others. We allow ticket providers to do good whilst filling their venues. We help companies do good and be seen through sponsorship. We help people in need through access to life-changing experiences in order to be healthier and happier. The Tickets for Good platform is simple, clear, and accountable. It works at the click of a button. You are able to list an event with us, register as a charity / frontline worker for tickets or arrange a call to discuss sponsorship of tickets as a corporate. In July we created the Giving Back campaign to provide 30,000 tickets to people that care for us through the current pandemic - NHS staff and frontline care workers.

****Who are eligible****

Claiming Universal Credit? Aged 18 -24? Looking for that opportunity to get a job role with training? A Kickstart Placement offers 25 hours a week paid employment for 6 months. During that time, we will support young people to build experience. Kickstart Scheme candidates should be eligible for the Kickstart scheme to be considered for this role (refer to kickstart eligibility at <https://www.gov.uk/government/collections/kickstart-scheme> for more information).

****Who we are looking for****

- Loves events culture
- Flexible, target-driven, proactive approach
- Think laterally
- Eager to learn
- Top-Notch Communication Skills
- Not afraid to chase people
- Sales Development or Inside Sales experience'
- Outbound (cold calling experience is required) and inbound lead generation in competitive and results-driven environments
- Knowledge of inbound & outbound technologies and tools
- Would expect you to have evidence of why you would be good / love to work for us

****What you will do****

- Understand how the sales process works and manage the sales pipeline
- Generate new leads using cold calling, email marketing, social media, and other relevant marketing channels
- Organise and keep the lead status updated in the CRM software
- Monitor and attend meetings with prospects while handling the introductions
Interact professionally with leads, existing customers, and other company stakeholders via various communication mediums

****What we care about****

We care about your creativity, skills, character, and work ethic.

****What we don't care about****

Your age, degree, qualifications or lack thereof, at all.

****Why would you want to work for us****

The work we do benefits society. We will offer equity. You will receive tickets to amazing music, theatre and sporting events throughout the UK. You can work remotely if you wish.

Our site can be seen here: www.ticketsforgood.co.uk