



PR/118493 | Senior BDR (Sustainability, SaaS)

Job Information

Recruiter

JAC Recruitment UK

Job ID

1582378

Industry

IT Consulting

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 13:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Senior Business Development Representative

Company: SaaS (Sustainability Enterprise)

Location: London (office 5 days a week)

Salary: 40,000 – 60,000 GBP

Visa: No sponsorship

Job Description

As the Senior Business Development Representative for our sustainability SaaS platforms, you will play a pivotal role in driving our expansion across the UK and Europe.

Your responsibilities will include:

- **Primary Role: Sales Strategy & Execution**

- Develop and implement sales strategies targeting enterprise clients across the UK/Europe.
- Represent the company at exhibitions, conferences, and webinars to generate new leads.
- Lead both inside and field sales efforts, focusing on enterprise accounts.
- Manage the sales technology stack (CRM and lead generation tools), leveraging AI-driven solutions to streamline workflows and enhance pipeline accuracy.
- Track and analyze key performance indicators (KPIs) to provide the executive team with actionable insights into market trends and sales forecasts.
- Gather and communicate actionable market intelligence from prospect discussions to guide sales activities, product roadmaps, partnership alignment, and company strategy.

- **Supporting Role: Partnership Development and M&A Sourcing**

- Identify and establish new partnerships with distributors and referral partners.
- Onboard and collaborate with existing partners to promote joint sales efforts.
- Conduct market research to identify growth opportunities and support sourcing potential M&A candidates.

What You Will Gain

- **Key Role in European Expansion:** As a core member of the European business launch, you'll have opportunities to take ownership and contribute to building organisational systems, developing customer and partner networks and tackling a wide range of challenges.
- **Growth in a Startup Environment:** Join a fast-growing startup, providing opportunities for intense personal and professional growth.
- **Impact in a Thriving Industry:** Be part of a climate tech company that is a leader in carbon accounting in Asia and is ambitiously pursuing global expansion. Work in a dynamic and inspiring environment where you can experience the growth of a company firsthand.

Requirements & Eligibility

- Proven experience in SaaS sales within the UK/EU, with a strong track record in outbound inside sales and field sales.
- Proficiency in creating clear and compelling documents and presentations using Microsoft Office or Google Workspace.
- Experience in enterprise sales with measurable results.
- Experience with CRM systems and lead generation software, with a demonstrated ability to leverage AI tools to optimise sales workflows and productivity.
- Leadership and team management experience.
- A genuine passion for sustainability and a strong desire to build a long-term career driving growth within the climate tech / decarbonisation sector.

We regret to inform applicants that only shortlisted candidates will be notified.

Thank you for your understanding.

#LI-JACUK #UN

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Company Description