

Business Development Representative (BDR)

Salary – £34,000–£45,000 + uncapped commission

Location – Remote (UK)

About the role

BuildEmpire is looking for a proactive, commercially minded Business Development Representative (BDR) to help us build a scalable outbound sales function.

This isn't a typical BDR role where success is measured purely by the number of calls or emails sent. We're looking for someone who enjoys researching organisations, understanding business challenges, building relationships with senior decision-makers and creating high-quality sales opportunities.

You'll play a key role in growing our pipeline, working closely with sales and marketing to identify target accounts, develop outbound campaigns and qualify opportunities before handing them over to the wider commercial team.

This is an opportunity to shape how outbound works at BuildEmpire. We're looking for someone who enjoys building processes, trying new approaches and continuously improving what we do.

About BuildEmpire

BuildEmpire is one of Totara's Platinum Partners and a leading provider of learning technology solutions.

We help organisations transform learning through Learning Management Systems (LMS), learning experience platforms, bespoke integrations and managed services.

Our customers span both the public and private sectors, including local authorities, education providers and large enterprises.

We're a collaborative, friendly team that believes in consultative selling. You'll have clear goals and KPIs, but success in this role comes from identifying the right opportunities, building strong relationships and creating meaningful conversations with prospective customers.

What you'll be doing

- Research organisations that match our Ideal Customer Profile (ICP).
- Build targeted prospect lists using a variety of research tools.
- Identify and engage decision-makers through LinkedIn, email and telephone outreach.
- Run discovery conversations to understand customer challenges.
- Qualify opportunities before handing them over to the sales team.
- Work closely with marketing on campaigns, messaging and account-based activity.
- Keep HubSpot up to date with accurate activity and pipeline information.
- Help shape and improve our outbound sales processes as we continue to grow.

We'd love to hear from you if you have experience with:

- Business Development or Sales Development within B2B SaaS or technology.
- Building outbound prospecting campaigns.
- Cold calling, cold emailing and LinkedIn outreach.
- Account research and lead generation.
- Running discovery calls and qualifying opportunities.
- HubSpot CRM.
- LinkedIn Sales Navigator.
- Excellent written and verbal English communication skills.

It would be great if you also have:

- Experience helping build an outbound function from scratch.
- Experience selling into HR, L&D, education, healthcare, local government or enterprise organisations.

- Experience using outbound sales tools.

We're looking for someone who is:

- Curious and enjoys learning about customers and markets.
- Commercially aware and motivated by creating opportunities.
- Confident speaking with senior stakeholders.
- Organised and able to manage multiple conversations at once.
- Comfortable working independently in a fully remote environment.
- Collaborative and enjoys working closely with sales and marketing.
- Resilient, proactive and always looking for ways to improve.

What you'll get

At BuildEmpire, we know people do their best work when they're trusted, supported and given room to grow.

We offer:

- £34,000-£45,000 salary plus uncapped commission.
- 100% remote working.
- Flexible working hours.
- Compressed hours with an early finish on Fridays.
- 24 days' holiday plus bank holidays.
- Paid time off between Christmas and New Year.
- Employer-matched pension (4%).
- Professional development and training opportunities.
- A supportive, collaborative team.
- Regular social events for those who'd like to join.

What to expect

We know changing jobs is a big decision, so we want the recruitment process to be as straightforward and transparent as possible.

Our recruitment process is likely to include:

Initial conversation

An informal chat with a member of our commercial team to tell you more about BuildEmpire, the role and what we're looking to achieve. It's also a chance for you to ask us any questions.

Second-stage interview and practical task

A more in-depth conversation where we'll explore your experience, approach to business development and how you'd go about building pipeline in a consultative sales environment.

We'll also ask you to complete a short practical exercise that's relevant to the role. This isn't designed to catch you out – it's simply an opportunity for you to show us how you think, research and approach new business.

Final conversation

A final meeting with senior members of the team to discuss your task, answer any remaining questions and make sure we're the right fit for each other.

Interested?

If you'd like to help shape the future of BuildEmpire's outbound sales function, we'd love to hear from you.

Please send your CV and a short covering email to:

felicity.fiore@buildempire.co.uk

Follow BuildEmpire on [LinkedIn](#) to keep up to date with company news and future opportunities.