

Job Title: Sales Development Representative (SDR) – Wave Connect (AI-Powered SaaS Platform)

Location: New Malden - 3 days per week

Department: Sales

Reports To: VP Sales

Company: Saville Assessment

About Saville Assessment

Saville Assessment is a global leader in talent assessment solutions, helping organisations make smarter hiring and development decisions through award-winning psychometric tools. As part of the Tenzing family, we combine scientific rigour with innovative delivery to empower organisations and individuals to unlock their full potential.

We are launching **Wave Connect**, our new **AI-powered SaaS platform**, designed to revolutionise how organisations access, interpret, and apply talent assessment data, enhancing decision-making, reducing bias, and accelerating people insight at scale.

Role Overview

We are seeking ambitious and motivated **Sales Development Representatives (SDRs)** to play a pivotal role in our go-to-market strategy for **Wave Connect**. As the first point of contact with potential clients, you'll be responsible for identifying, qualifying, and nurturing leads in target markets, setting the foundation for successful client relationships.

This is a unique opportunity to be part of an exciting product launch at the intersection of psychology, technology, and AI.

Key Responsibilities

- **Prospecting:** Research and identify new business opportunities and decision-makers across target industries and geographies.
- **Outbound Outreach:** Execute multi-touch outbound campaigns using email, LinkedIn, phone, and marketing automation tools to engage prospects.

- **Lead Qualification:** Qualify inbound and outbound leads through structured discovery conversations to assess fit for Wave Connect.
 - **Appointment Setting:** Secure high-quality meetings for Account Executives and Product Specialists to drive the sales pipeline.
 - **CRM Management:** Maintain accurate and up-to-date records in the CRM system (e.g., Salesforce), tracking all prospect interactions and pipeline progress.
 - **Market Intelligence:** Stay informed on industry trends, competitor offerings, and client challenges related to talent assessment and AI-based platforms.
 - **Collaboration:** Work closely with Marketing and Sales teams to refine messaging, optimise campaigns, and share feedback from the market.
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What We're Looking For

- 1–3 years of experience in a B2B sales, SDR, or lead generation role (preferably SaaS or HR tech).
 - Passion for technology and talent assessment solutions.
 - Strong communication skills—written, verbal, and active listening.
 - Confident, energetic, and curious mindset with a desire to learn and grow.
 - Self-starter with a track record of meeting or exceeding performance targets.
 - Experience with CRM and sales engagement tools (e.g., Salesforce, HubSpot, Outreach).
 - Familiarity with AI, SaaS, or talent assessment platforms is a plus.
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Why Join Us?

- Be part of a **high-impact product launch** with global potential.
- Work with **industry-leading tools and experts** in talent assessment.

- **Career development opportunities** within a global organisation.
- A culture that values **innovation, collaboration, and continuous learning**.
- Competitive base salary plus **performance-based bonuses**.

Ready to power the future of talent assessment with AI?

Apply today and join us on the journey to make talent decisions smarter, faster, and fairer with **Wave Connect**.