

Sales Development Representative

Full-time | Remote, USA, Ireland, Canada, or other | Infinite Built

About the role

We are looking for a Sales Development Representative to open conversations with commissioning, QA/QC and mission critical teams. You will be the first point of contact for many prospects, qualifying interest and booking calls for the sales team. Good for someone early in a sales career who wants to learn a technical market.

What you will do

- Research and reach out to prospects across our target sectors, including data centres, healthcare and life sciences.
- Run outbound email, calls and LinkedIn outreach to open new conversations.
- Qualify inbound leads from webinars, events and the website.
- Book demos and discovery calls for the sales team.
- Keep the CRM (HubSpot) accurate and up to date.
- Work closely with marketing and sales to improve messaging and follow up.

What we are looking for

- Some experience in sales development, inside sales or a similar outbound role.
- Comfortable starting conversations by email, phone and LinkedIn.
- Clear, professional written and spoken communication.
- Organised and consistent with follow up.
- Interest in construction technology, commissioning or B2B software is a benefit.
- Experience with a CRM such as HubSpot or Salesforce is a plus.

Why this role matters

Growth starts with conversations. This role fills the pipeline that the whole go to market effort builds on.

What We Do

Infinite Built is the exclusive distributor of CxAlloy and Built Insights. Software used by commissioning, QA/QC, and project delivery teams across complex buildings, data centres, and mission critical infrastructure.

CxAlloy manages the day-to-day commissioning workflow: issues, checklists, tests, equipment records, and project documentation in one place. Built Insights extends that data into portfolio analytics, reporting, and smarter project visibility.

CxAlloy has been around long enough to have shaped how a lot of commissioning teams work. The platform supports teams across 35+ countries. Built Insights is the next layer. The team is small, we like working together, and the work moves quickly.

Why You Should Work With Us

We are a small, remote-first team across the US, Canada, the UK, Europe and Ireland. You will work directly on the product, with real ownership and room to shape how we work. We want people who build alongside us, not in isolation.

Location

Remote, based in the USA, Ireland, Canada, or other. Applicants must have the right to work in the country they are based in. This role does not include visa sponsorship.

Some roles include occasional travel. Any travel is noted on the individual role.

How to apply

Apply through the link provided on each role or email sales@infinitebuilt with name, email and LinkedIn profile.