



Project Portfolio Management Solutions

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A dark blue rounded square button with the text 'Apply Now!' in white, bold, sans-serif font.

Business Development Associate

West Coast Operations Center, Santa Rosa, CA

Métier is currently recruiting highly motivated individuals to join our high-energy, results driven business development team. Through outbound calling and targeted lead generation campaigns, the Business Development Associate's primary goal is to engage with senior-level executives to secure sales consultations demonstrating Métier's proprietary software, WorkLenz. In addition, the Business Development team works hand-in-hand with the marketing team to prospect and attract new business opportunities for the organization.

Successful candidates will possess superior research skills, excellent presentation skills, the ability to quickly establish rapport with high-level executives both in person and on the telephone, and excellent writing skills. The successful candidate will have the entrepreneurial initiative to develop relationships with prospective clients and interpersonal skills to effectively communicate with and present to client environments.

Qualifications:

- Bachelor's degree with a proven record of success;
- A minimum of six months relevant experience (inside sales experience preferred);
- Excellent attention to detail;
- Excellent oral, written and interpersonal communication skills; and
- Candidates must be US citizens.

This position is ideal for those who strive to be the best! Métier is built on a strong foundation of entrepreneurial spirit, focus, creativity, energy, and the desire to excel. Salary for this outstanding opportunity is based on experience and merit. We offer excellent health benefits, 401(k) plan, cell phone reimbursement, and support the on-going training of our employees.

If you are interested in being part of this winning team, please send your resume to jobs@metier.com to apply.

Métier, Ltd. does not discriminate on the basis of race, color, national origin, sex, age, disability, creed, religion, sexual orientation, or veteran status. Métier, Ltd. takes affirmative action to increase ethnic, cultural, and gender diversity; to employ qualified disabled individuals; and to provide equal opportunity to all employees.

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