

## **Inside Sales Associate- North Bay, CA**

Recently named “Best Places to Work” by Washingtonian Magazine, Métier is an award-winning technology company offering exciting career opportunities for highly motivated individuals. A five-time INC company, we are one of the fastest growing, privately held companies in the country. Métier's reputation for providing innovative, cutting-edge software and exemplary client service is unsurpassed in the industry.

Métier believes in giving back to our employees. We recently received the coveted Helios HR Apollo Award for our extensive professional development program for all staff. Our commitment to each employee's professional growth enables us to retain the smartest, most creative, energetic staff possible. We ensure that ongoing training and professional development is a top priority.

With Operation Centers in both Arlington, VA and Santa Rosa, CA, a career at Métier offers a springboard for future success. At an organization where internal promotion and ad hoc salary increases are the norm, you will have the opportunity to prove yourself early by working closely with members of the executive team.

### **Job Description:**

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
- Candidates must be US citizens

Please send all resumes to [nhorst@metier.com](mailto:nhorst@metier.com)

