



Sales Development Representative

Baltimore, MD, USA Full Time

JOB DESCRIPTION

Join **Advanced Metrics** as a **Sales Development Representative** and use your passion to develop and implement innovative software solutions that have a true impact on the well-being of communities and individuals. Please email a letter of interest and resume to: careers@ametrics.org

The **Sales Development Representative (SDR)** supports a high-growth focused leadership team by utilizing the latest sales and marketing technology to accelerate business growth. The Sales Development Representative is key in the research, cultivation, and activation of leads, as well as scheduling Discovery calls and providing timely and thorough communication both internally and externally. The SDR fulfills the Advanced Metrics sales strategy with a dual focus on cultivating and converting business leads as well as supporting the implementation and ongoing needs of the converted customer.

Job Duties and Responsibilities Include:

- Identifying and generating new business opportunities through ongoing communication via social media, email, and outbound calling activities.
- Understands how to properly assess a prospect's needs and tailors their outreach and messaging accordingly, engaging in relaxed yet professional social, email, and phone conversations.
- Works well under pressure.
- Highly self-motivated.
- Approaches challenges unconventionally and with curiosity and a desire to solve challenging problems.
- Self-accountable and committed to maintaining motivation and momentum remotely.
- At least 1 - 2+ years of relevant work experience.



- Excellent written and verbal communication skills.
- Self-accountable with the ability to work remotely.

Required Knowledge, Skills and Abilities:

- Knowledge of computers and web-based software systems.
- Sees the potential in and understands the use of technology in process improvement.
- Understands how information technology tools simplify, streamline, and improve overall output.
- Ability to work collaboratively with others.
- Ability to prioritize, organize, and multi-task.
- Ability to incorporate company values in all aspects of the role.
- Ability to navigate conversations professionally and with compassion.
- Understanding of the importance of company culture and potential positive impact this position has on company culture.
- Ability to work flexible hours to meet organizational needs and duties as assigned.

Hours/Locations:

- Full-Time (40 hr/wk) Flexible Schedule.
- Advanced Metrics has offices in Mountville, PA (Lancaster County) and Baltimore, MD. Staff living in PA, MD or surrounding states are able to work on a remote basis but must be able to travel to Mountville and/or Baltimore for meetings, trainings, etc.

Advanced Metrics Team Members Experience Benefits Such As:

- Competitive Salary
- Medical Plans
- Wellness Opportunities
- Opportunities for Advancement
- Pride in Working for a Mission Driven Company
- Support to Meet Professional and Life Goals

About Advanced Metrics:

- Advanced Metrics, an affiliate of Community Services Group (CSG), is a mission driven Certified Benefit Corporation. Our team of professionals adheres to a core set of values - Trust, Quality, Mindfulness, Happiness, Integrity, Goodwill, Grit, and Partnership - that compel us to be more than a software company and guides our daily aim to Make Data Human. We believe that collected data should be of value and utilized in a straightforward and uncomplicated manner and that



data collection and utilization seamlessly integrated into a practitioner's daily routine, enhancing measurement-based decision making and ultimately improving patient outcomes.

Qualifications:

Minimum Education, Credentials and Experience:

- Bachelor's degree in business, communication, social work, psychology, computer science, or sociology a plus but not required.

Special Requirements:

- Knowledge and familiarity with HIPAA and operational data security.
- Must have the ability to obtain clearances as defined by regulations.
- Must have a valid driver's license, good driving record, and access to a reliable vehicle to attend trainings and meetings.
- Other special requirements will be determined based on the needs of the position.

How to Apply:

- If you are interested in joining a multidisciplinary team of professionals dedicated to the Advanced Metrics Mission and Visions apply today!

Advanced Metrics & Community Services Group (CSG) are proud to be Equal Opportunity Employers supporting Workforce Diversity.

Please email a letter of interest and a resume to Advanced Metrics at careers@ametrics.org

Posting: April 8, 2022