



Location: On-site at our office Linthicum Heights, MD ANNE ARUNDEL, MD

Position Type: Full Time

Compensation: \$70,000 to \$90,000 plus commissions; Commensurate with experience

Target Gov is looking for a Sales Development Representative for a fulltime, direct hire opportunity. We are a small and rapidly growing consulting company located in Anne Arundel County. We have been in business for 25 years and have built an incredible reputation for highly sought-after services. The organization hit \$1 mi in revenue in 2021, and has a 3-year goal of \$9 mi. Currently, the business drives itself through referrals and networking leads. This position is part of a growing sales team fully dedicated to closing sales. As such, it offers a unique opportunity to become an integral part of rapidly growing organization, and enormous growth potential. The team is a fun, close knit group that takes great pride in their work, in challenging each other, and in celebrating their shared successes. You can learn more about us at our website www.targetgov.com and our Core Values in the following link: <https://www.targetgov.com/careers/about-our-team/>

The ideal candidate will be subject matter expert in all aspects of the sales cycle and pipeline development; be inquisitive and have an appetite for gathering data and research; possess strong sales strategy, creative development, and account management skills; a high level of comfort working with external stakeholders. Successful team members have a passion for business success, strong attention to detail, an eye for creative concepting and execution, keeping a high level of motivation on all events and engagements. This is a fantastic opportunity for a driven sales professional with 3-5 (do you want to limit this by this small # of years?) years of sales experience and success, preferably within professional services.

Job Responsibilities:

- Turning leads into closed sales via relationship building, briefing presentations, and managing sales cycle from beginning to end
- Maintaining and developing external stakeholder relationships
- Setting, communicating, and maintaining timelines and priorities on accounts utilizing CRM
- Maintaining, updating, and reporting on CRM data
- Providing leadership, motivation, and support to the execution of events and speaking appearances
- Travelling to events for networking
- Ensuring excellent customer service and quality delivery
- Working collaboratively with Operations to ensure that operational processes, content strategy, and best practices are consistent across all platforms

Qualifications:

- Experience and proven track record of success, in professional services
- Proven track record of sales growth in the \$500-3mil range
- Comfort with-in a CRM system; bonus for knowledge of Salesforce
- Strong verbal communication skills, in both individual and group settings. Active listening and ease in asking questions a must.
- Deadline Driven with Attention to detail
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- Excellent client service skills
- Comfortable in a collaborative and cooperative environment; willing to work independently and on teams
- Excellent organizational and time management skills with the ability to juggle priorities and work on multiple projects simultaneously

- Ability to write clearly and informatively, targeting writing style to specific audience or purpose, knowledge of grammatical, spelling, and formatting issues
- Intermediate to Advanced-level skills in Microsoft Office Suite (Word, Excel, PowerPoint) and Internet research
- Demonstrated initiative, resourcefulness, and willingness to develop new skills and knowledge and to take initiative to drive organizational processes

Apply for this position [Sales Development Representative](#)

This is a rewarding position within a growing firm that helps companies be more successful selling their services and products to the U.S. federal government.

TargetGov at Marketing Outsource Associates, Inc., is an equal opportunity employer and participates in the E-Verify program.

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