



## **Sales Development Representative**

**Recovery Point Systems**, Germantown, MD 20874

**US Citizenship required**

**Background check required**

### **About Us**

Recovery Point Systems is a leading provider of comprehensive disaster recovery and business continuity solutions, serving clients across various industries including government, healthcare, and financial services. With a commitment to data protection and IT resilience, Recovery Point Systems offers a range of services including managed hosting, cloud-based disaster recovery, and cybersecurity solutions. Recognized as an industry leader by Gartner<sup>®</sup>, Forrester<sup>®</sup> and other leading industry analysts, we seek talented, dynamic individuals to join our team.

### **Job Description**

At Recovery Point, we know that the key to growth is a high-performing sales team. That's why we're seeking a qualified sales development representative (SDR) to qualify and screen potential customers who could benefit from our products and services. As the first line of communication with a prospect, the ideal SDR has a strong understanding of the sales process and excels at researching leads, starting new relationships, and setting up sales closers for success. The SDR should be a quick learner who has strong communication skills and an ability to showcase our offerings in a compelling way. Every potential customer is an opportunity for boosting top-line revenue growth, customer acquisition levels, and profitability.

### **Objectives of this role**

- Represent Recovery Point's products and services, using comprehensive knowledge as well as consumer research to explain how our solutions meet customer needs
- Qualify leads generated by our marketing team and build relationships by nurturing warm prospects and finding potential new sales opportunities
- Manage and maintain a pipeline of interested prospects and engage sales executives in next steps
- Identify best practices for refining the company's lead-generation playbook

### **Responsibilities**

- Work closely with the marketing team to identify and qualify MQL leads
- Manage leads through the sales pipeline by setting appointments, following up on leads, and tracking progress towards meeting sales goals
- Utilize Salesforce, cold calls, and email to generate new sales opportunities
- Identify the needs of prospects, and suggest appropriate products or services
- Build long-term, trusting relationships with prospects to qualify leads as sales opportunities
- Proactively seek new business opportunities in the market



- Set up meetings or calls between (prospective) customers and sales executives
- Provide CRO and marketing team with weekly, monthly, and quarterly results
- Track success and provide detailed feedback within lead records in Salesforce

## Required Skills and Qualifications

- Experience in sales with a track record of exceeding lead targets
- Strong communication skills via phone and email
- Proven, creative problem-solving approach and strong analytical skills
- Ability to build and maintain relationships with potential clients
- Knowledge of sales techniques and strategies
- Proficiency with Salesforce or other CRM software

## Education/Experience

- Bachelor's degree in business, marketing, or related field
- 1-3 years of experience in a sales development or lead generation role

## Compensation/Benefits

- Health insurance package (medical/dental/vision/disability/life)
- Competitive salary
- 401(K) plans
- Paid holidays
- Paid time off
- Parental leave
- Flexible hours
- Pregnancy leave

**Job type:** Full-time

**Salary:** \$65,000 - \$75,000

**Location:** This is a remote position for candidates residing in the Eastern time zone to ensure adequate collaboration with the core team. Occasional travel to our Maryland headquarters will be required.

Equal Opportunity Employer