

## Job Title: Inside Sales & Development Specialist

*Location: RMS Omega – Baltimore, Maryland Office*

*Department: Sales | Status: Full-time Employee*

### About RMS Omega

At RMS Omega Technologies, we are passionate about driving better business outcomes through cutting-edge technology solutions. As a leading systems integrator, we deliver advanced tracking and automated data collection solutions, leveraging RFID, mobile data collection, barcode printing, scanning, and wireless RF networking. If the idea of working with innovative technology and solutions excites you, we want to hear from you!

### Job Description

We are seeking a dynamic Inside Sales & Development Specialist to join our growing team! This is an exceptional opportunity for a motivated, tech-savvy individual looking to kickstart or advance their career in sales. If you are eager to learn, driven by results, and thrive in a team environment, this could be the perfect role for you.

As an Inside Sales & Development Specialist, you will begin by working closely with our sales teams to uncover new business opportunities, qualify leads, respond to inquiries, and gather valuable customer feedback. This role serves as a gateway to a more senior position within the company and provides opportunities for progression into outside sales, business development, or marketing roles. You will also be assigned to work closely with a specific mentor or senior member of the team, allowing you to grow your industry knowledge and build relationships.

To ensure a smooth transition into your role and set you up for success, we've developed a 30, 60, and 90-day progression plan. During this time, you will undergo internal training, industry and manufacturer training, and participate in hands-on projects that will apply your training in real-world scenarios. Upon successful completion of this plan, you will have the opportunity to shadow a sales representative, providing valuable mentorship and exposure to higher-level sales functions.

We are committed to your growth and success, offering ongoing training and the potential for career advancement within the company.

This is an in-office position based at our Baltimore, Maryland office and reports to the Director of Sales. Travel may require for up to 25-30%, and you must be comfortable with a fast-paced, ever-evolving environment.

### Responsibilities

- Serve as a key touchpoint for customers in both pre-and post-sales contexts, making outbound calls and emails to follow up with prospects and gather customer feedback.

- Qualify leads and nurture target lists by building rapport with prospects and identifying sales opportunities.
- Provide timely responses to customer inquiries, prepare quotations, and deliver relevant information to ensure excellent customer service.
- Collaborate with the marketing team on creative initiatives to enhance mindshare and generate customer references.
- Assist with data analysis and reporting to monitor the success of demand generation campaigns.
- Maintain up-to-date and accurate customer information and communications within the CRM.
- Support marketing campaigns, event planning, and sales resources development, such as presentations, proposals, and educational materials.
- Keep sales resources and materials organized in SharePoint and ensure they are current.
- Stay updated on industry best practices, participate in sales training, and pursue relevant technology certifications.
- Conduct competitive analysis, research industry trends, and provide valuable insights to the sales and marketing teams.

### **Skills & Qualifications**

- Exceptional communication skills—both written and verbal—and strong interpersonal, organizational, and time management abilities.
- Experience delivering outstanding customer service in a customer-facing role.
- Proficiency with Microsoft Office applications, including Word, Excel, and PowerPoint.
- Strong presentation, and problem-solving skills.
- Familiarity with digital marketing strategies and platforms like LinkedIn is a plus.
- Experience in a Sales, Marketing, and/or IT/Engineering role is beneficial but not required.

### **Education & Experience**

- Bachelor's, associate's degree, or equivalent experience in a related field.
- 2+ years of experience in sales, marketing, or IT Engineering is preferred.



### Benefits & Compensation

We offer a competitive compensation and benefits package, including:

- Comprehensive health insurance, dental, and vision coverage.
- Short- and Long-Term Disability insurance.
- Company-paid Life Insurance contributions.
- 401(k) match to help you plan for your future.
- Flexible PTO policy, including holidays and sick leave.

### Join Us!

Are you ready to launch your career in sales and technology? To apply, please submit your resume, cover letter, and salary requirements. All applicants must be authorized to work in the United States and must be able to commute to the Baltimore office.

**To inquire, please email [careers@rmsomega.com](mailto:careers@rmsomega.com).**