



## Outside Sales/Director of Integrated Payment Solutions

Department: Outside Sales	Schedule: M-F, Shift Schedules, Weekends
Reports To: CMO	

### Basic Functions

Develop profitable partnerships with ISV's (Independent Software Vendors/Developers).

Integrate Payment Solutions that incorporate software, gateway and hardware components to ISV's. Provide processing solutions and assist developers in reaching PA-DSS compliance. Successfully sell technical solutions to mid-large size businesses in a consultative style. Identify prospective business needs, build a trusting relationship and deliver appropriate payment solutions to fulfill specific business needs.

### Responsibilities:

- Focus on delivering highly secure and reliable payment solutions to software providers and their end users nationwide.
- C level relationships with mid-large size businesses
- Strong ability and inclination for new business “hunting”, prospecting, cold calling, and territory development. Continued growth track record of quota achievement through pipeline development and high win rate.
- Manages the merchant and vendor Element Express platform integration projects from the pre-sales phase through application certification and implementation
- Works side by side with the Executive team on forming and maintaining business relationships
- Other duties as assigned

### Skills/Requirements

- 5+ years of successful sales experience selling technical or payment solutions
- Training and experience with strategic selling (Miller-Heiman preferred) and account planning
- Outstanding communication skills and presence
- New technology evangelist energy and enthusiasm

### Working Conditions:

- Travel to customer sites,

### Education and Training:

- Bachelors degree in related field required