

Inside Sales Account Manager

Element Payment Services is a leading technology company that offers PCI DSS compliant processing solutions to software providers and merchants. Our success is a result of our team members who share a passion for service and a commitment to excellence.

Part of our business is to deliver exceptional service to our clients. We're looking for a great Inside Sales Account Manager to join our company. We're a great company with a lot to offer a hard working, motivated individual.

Position Overview:

- Ability to generate revenue by prospecting, qualifying, recommending products/solutions/services and closing sales opportunities to our target merchants.
- Close sales and achieve weekly, monthly & quarterly goals
- Generate & qualify leads through telesales warm calling activities and inbound sales calls
- Conduct structured sales presentations and demonstrations
- Attend company training & participate in conference calls and web-training seminars
- Develop referral relationships with merchants and other target markets

Skills and Requirements:

- 1-2 yrs sales experience, business to business, merchant experience required
- Knowledge of MS (Word, Outlook, & Excel) a must
- Strong oral and written communication skills with extensive experience in using technology to manager work.
- Must have excellent problem solving and negotiating skills
- Keep informed of new products and services that may be of interest to businesses
- Strong work ethic and initiative
- Must be self motivated
- Ability to work well as a team member
- Must have ability to work under pressure, meet deadlines

Important Notes:

- Base Salary plus Commissions and Benefits