

External Sales Executives

Merchant 1 Payments is looking for exceptional people to join our team of national External Sales Executives. This is an ideal opportunity for salespeople who want to work in their community and have the independence of running their own business. We provide the training, marketing material and tools you require to be successful and in complete control of your career path. This is a B2B External Sales role, which you will be responsible for selling our brand, products, and payment processing services, by developing and executing sales strategies.

With our full service external sales program, you can earn more. Big payouts with no caps, industry leading agent support and products that merchants want can earn you upward of \$150K/year, including lifetime residuals. Supporting our External Sales Executives is a task we take very seriously. We strongly believe in giving our agents the support they need to be successful.

Main Responsibilities:

- Build relationships by finding new opportunities.
- Creating and generating your own leads and targets.
- Negotiating pricing, presenting key selling points, features, and benefits to the customer by understanding the customer's needs and expectations.
- Achieve sales targets.

Qualifications:

- Prior success selling business products or services.
- Experience in direct B2B.
- Excellent closing skills.
- Strong business development skills.
- Self starter, ability to work independently and the ability to self motivate.
- Sales driven and a natural hunter.
- Excellent verbal and written communication skills.
- Proven track record in sales.
- Proficient in MS Word and Excel.
- Good math skills.

What We Offer You:

- Monthly residual commission and monthly bonus - best in the industry!
- Sales incentives and bonuses.
- Management opportunities - Lead Your Own Team!
- Coaching and training.
- Strategies to help grow your business.
- 24/7 daily application reporting.
- Uncapped earning potential.
- Marketing, product and service support.
- Dedicated agent Relationship Manager.
- Free business cards.
- Statement analysis support.
- Speedy application turn around 2-5 days.
- 365 days a year 24/7 merchant support

Apply