

Internal Sales Executive

Merchant 1 Payments is looking for exceptional people to join our team of the finest and most productive Sales Team in the industry. We offer both terminal hardware for accepting credit/debit cards and payment processing services. We provide you with rewards for your motivation and complete control of your career path. If you have a solid track record of generating leads, developing business relationships and quickly closing deals and, you are interested in working in a market that is immensely profitable, then this career is for you!

The average earnings for an Internal Sales Executive after one year of employment are \$50K - 150K.

To be successful as an **Internal Sales Executive** you must be career focused, outgoing, and results driven because the focus of this role is to generate new business opportunities with minimal account management.

Main Responsibilities:

- Sell our brand, products, and services to businesses across Canada and the U.S.A.
- Growing and managing your Merchant portfolio
- Prospect to businesses over the phone.
- Manage a sales pipeline of activity using our CRM system.
- Negotiating pricing, presenting key selling points, features, and benefits to the customer by understanding the customer's needs and expectations.
- Achieve sales targets.
- Working on a team and with your Sales Manager.
- A desire to hit sales targets and earn significant commissions.

Qualifications:

- Comfortable contacting businesses over the telephone.
- Experience in direct B2B sales.
- Strong business development skills.
- Ability to be self motivated.
- Post secondary education.
- Excellent verbal and written communication skills.
- Proven track record in sales.
- Proficient in MS Word and Excel.

We offer:

- Permanent, full time positions.
- Monday to Friday, 9 am to 5 pm.
- Competitive base salary + aggressive commission structure.
- Marketing material for you to succeed.
- Paid training.
- Business casual dress code.
- Lucrative employee referral program.

Apply