

United Kingdom Jobs Expertini®

Sales Consultant

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Company: Fusion Business Solutions (P) Limited (FBSPL)

Location: United Kingdom

Category: other-general

Job Title: Payment Software Sales Consultant Job Type: Remote Location: Anywhere in the UK Department: Sales Salary: Open for discussion About the Company: Our client Company is a leading software management solutions provider, with over 4 decades of experience delivering award winning IT software. Thousands of users benefit from our wealth of knowledge and expertise. Our portfolio includes self-service and web solutions that increase control of resources, profitability and efficiency. We are looking to save our customers money through a suite of payment solutions, providing efficiencies and multiple revenue opportunities. A software supplier servicing a range of vertical markets with over 50,000 customers in 30+ countries. Sectors include Fitness, Sports & Leisure, Foodservice, Salons, Attractions, Education, Retail, Event Management, Construction, Moving / Storage, Metals, Laboratory Systems, Product Licensing, Payment Processing, Hotels & Resorts. Ongoing development provide enhanced, feature packed innovations that set industry standards, reinforcing its position as a leading solution provider. Position: Reporting to the Sales & Marketing Director, you will identify, develop and close opportunities for our range of Pay products and services. You will have a sound knowledge of the payments industry, especially in terms of Merchant Services and Chip Pin terminals. You will focus on the converting of our existing accounts and prospects, to use our preferred acquiring partners and terminal providers. Our Acquiring and Terminal offerings will also be offered to non customers and used as a method to introduce our business and software solutions to new accounts within the leisure industry. You will also use your knowledge to generate more complex sales opportunities for the team, relating to

our Direct Debits solutions. Job Responsibilities: a knowledge of the product portfolio with an emphasis on payment solutions, as well as an awareness of competitor products. an awareness of payment industry trends and innovations, especially on around Merchant Services and Chip&PIN Terminals. new payment related sales opportunities within our existing customer base, our new business prospects and the wider leisure market at large. value propositions to operators that realise savings from other payment providers to offset investment in our own products and services. the sales and marketing teams in all communications (campaigns, events, meetings, demos etc) in relation to our merchant service and terminal offerings. directly with our customers financial teams to explain our solutions in detailed financial terms and language. our software solutions and associated products in person or virtually. support to our Customer Service team with any post-sales issues or questions relating to merchant services or PED's. our customers complete any documentation required for implementing any of our payment solutions, liaising with our Project Teams and suppliers. content and ideas for the creation of marketing collateral content for our acquiring and terminal solutions the current Verifone renewals process – working with the wider Sales team to liaise both with customers and Verifone, to find upsell opportunities. Look to improve or reimagine this process. and maintain financial contacts at our customer organisations within our CRM system. on a weekly, monthly and quarterly basis to the Sales & Marketing Director. excellent customer services to clients over the phone, internet or in person. training to develop relevant knowledge, techniques and skills. and maintain strategic relationships, alliances and networks within industry (or any other vertical market) as well as with other key stakeholders to generate sales leads. industry trade shows when required. any other duties related to the promotion, sales, delivery and support of the products, or related third party products, as directed by the management team. maintain and execute a clear sales plan for daily, weekly, monthly and quarterly activity. and exceed all revenue targets set for our payments division. Job Qualifications: experience of software solutions within the payments sector. depth knowledge of: Chip & PIN Terminals, Merchant Services, Acquiring. useful is knowledge of Direct Debits, eCom Payments and Gateways. sales and problem-solving skills. organisational skills and ability to manage multiple priorities and tasks simultaneously. level of customer focus degree of initiative and self-motivation to work autonomously producing highly accurate work or as part of a team. written, verbal and presentation communications skills. ability to build and foster business relationships. understanding of technology and how it is applied in business good

degree of computer literacy and technical competency.presenting skills delivering presentations to senior financial executives.driven with the credibility to influence at all levels and the ability to think outside the box to identify potential opportunities.personal characteristics will include:have a tenacious, optimistic, “can do”, solutions-driven approach that is both pragmatic and commercially viable.team player, with strong demonstrable evidence of influencing and negotiating skills as well as the ability to forge strong internal and external working relationshipswritten and verbal communication skillsorganisational and time management skillshardworking, excellent communicator with a proven track record of engaging and partnering with key stakeholdersdegree of self-motivationand enthusiasmand integritycustomer service mindsetand persistence with ability to overcome obstacles and setbacks. To Apply: Please submit your resume and a cover letter to henry@highbridgetalent.co.uk

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