

United Kingdom Jobs Expertini®

Sales Representative

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Company: U.S. Bank

Location: United Kingdom

Category: other-general

At U.S. Bank, we're on a journey to do our best. Helping the customers and businesses we serve to make better and smarter financial decisions, enabling the communities we support to grow and succeed in the right ways, all more confidently and more often—that's what we call the courage to thrive. We believe it takes all of us to bring our shared ambition to life, and each person is unique in their potential. A career with U.S. Bank gives you a wide, ever-growing range of opportunities to discover what makes you thrive. Try new things, learn new skills and discover what you excel at—all from Day One.

As a wholly owned subsidiary of U.S. Bank, Elavon is committed to building the platforms and ecosystems that help over 1.5 million customers around the world to achieve their financial goals—no matter what they need. From transaction processing to customer service, to driving innovation and launching new products, we're building a range of tailored payment solutions powered by the latest technology. As part of our team, you can explore what motivates and energizes your career goals: partnering with our customers, our communities, and each other.

Job Description

██████████ will be responsible for generating new business sales within the UK & I SMB business segment within a geographical territory of the UK market. The role holder will close referred leads and self-generated business, through selling a range of Payment. The core measures of success will be new customer growth and revenue targets. Self-starter able to generate new opportunities from both existing connections, prospecting and territory management.

Competencies

Agility and innovation

Adapt quickly to changing priorities; create new and better ways for the organisation to be successful based their customer and market feedback.

Embraces change and stays focused, effective and positive in the face of uncertainty.

Examines own work methods regularly and finds ways to boost efficiency and productivity.

Suggests creative and original ideas; arrives at innovative solutions, often finding unique connections between previously unrelated elements.

Recognises industry trends and initiates discussion about how future issues may impact own

Collaboration

Build partnerships and promote a culture of teamwork to drive one U.S. Bank.

Identifies multiple ways to contribute to the group; explores new ways to add value.

Identifies and enlists a wide variety of stakeholders who can add value to team outcomes.

Draws upon insights from varied sources to gain a deep understanding of how to meet multiple internal and external stakeholder needs

Customer centricity

Build strong customer relationships and deliver customer-centric solutions.

Gives customer requests immediate attention; connects with others to ensure the best possible outcome for customers.

Forecasts subtle changes in customer priorities and expectations; regularly adjusts approach to meet customer needs.

Maintains open channels of communication with customers; ensures that problems have been resolved to customers' full satisfaction

Drive for results

Hold self and others accountable to consistently achieve meaningful results

Pushes self to achieve outstanding outcomes; sets bold performance goals.

Exceeds goals; finds ways to deliver results more quickly or to a higher standard.

Conveys a strong sense of ownership; readily takes responsibility for actions and makes necessary corrections.

Demonstrates great tenacity to achieve results despite obstacles and setbacks; continues to push ahead despite major challenges and frustrations.

Risk

Appropriately identify and manage risks, in compliance with applicable laws, rules and regulations, and with Company Policy.

Ethics & Trust

Maintain high ethical standards; gain the confidence and trust of others through honesty, integrity and authenticity

Technical Competencies – what are you expected to know

Experience in a business-to-business direct sales role that is primarily focused on new business acquisition. Specialist knowledge of the payments market is desirable.

Track record in creating a sales pipeline, identifying the best solution for customers and closing sales in the SMB market.

Experienced in selling a variety of solutions (e.g Ecom solutions, SaaS) in addition to core acquiring.

Direct experience of following a competency based framework model to develop sales practices.

Proven ability to develop and maintain an effective network of contacts and build relationships at all levels of Elavon, partners and externally.

Commercial and financial acumen with awareness of potential issues involved in negotiating contracts.

An influential and highly effective communicator (verbal/non-verbal/written).

A team player able to work and support colleagues across a multinational organisation

A willingness to accept change and the ability to maintain effectiveness in a changing environment with ability to “see the bigger picture”.

Requirements

1 years B2B sales experience essential

Financial services experience is beneficial

This role has been identified as a Controlled Function (“CF4”) under the Central Bank of Ireland’s Fitness & Probity Regime. Accordingly, the Company must be satisfied on reasonable grounds that the role holder complies at all times with the Fitness and Probity Standards. Applicants agree to permit the Company (or its agents) to conduct such due diligence as it deems necessary to satisfy itself on reasonable grounds that you comply with the Fitness and Probity Standards and that you will provide the Company with all information and/or documentation relating to your qualifications, experience, employment history, financial soundness and other interests that the Company requests for that purpose.

#LI-AI1

#LI-Remote

If there’s anything we can do to accommodate a disability during any portion of the application or hiring process, please refer to our .

Benefits:

We offer an exciting, fast-paced and diverse working environment with employees of many different nationalities. We provide benefits to help you protect your health and financial security; and give you peace of mind. We also invest in your career growth with development resources that give you the opportunity to stretch and shine.

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