



Sales Director

Location – Charlotte, NC

Employment Type – Full-Time, Salary

FINTECH PROCESSING is seeking a Sales Director with industry experience to develop, foster, and manage Sales Agents/Account Executives across multiple territories with an overall objective to sell our technology and payment processing solutions to small & mid-market businesses throughout the country.

Your primary focus will be establishing long term relationships with sales agents through training, coaching and developing them and their abilities to close business. Our Recruiting Department will screen and pre-qualify new hires based on our internal requirements and provide you with ready and willing agents for you to develop.

Your responsibilities include engaging and motivating your sales agents to meet their daily sales goals, while:

- Working with Fintech's executive team to develop a training, hiring and agent management plan that uses your skill set to be a successful Sales Director.
- Building and maintaining strong peer to peer relationships by providing all agents the necessary time and resources to be successful.
- Owning and exceeding monthly sales targets.
- Developing and executing FinTech's overall strategic sales plan to meet set goals and expand our merchant customer base and brand through agent acquisition.

Your path to success:

- FinTech's proprietary CRM software was developed and built to manage our Sales Agents including territory and account management, training and educational resources, on-boarding merchant applications and the overall financial and residual calculations that help you keep your agents motivated and selling.



- Direct support from Fintech’s “in-house” Technical Department and Customer Service staff, including direct reporting and collaboration with partners on how to best manage your agents to meet sales objectives.
- Marketing Department to provide you with all the necessary support and collateral to elevate your Sales Agents/Account Executives to be successful.

How you are compensated:

- Base Salary of \$1,600.00 bi-weekly
- Industry standard bonus plan
- Monthly incentive plans
- Ability to make 6 figure income

Sales Director Requirements

- 1 year minimum Sales Director experience in the payment industry or direct sales industry equivalent.
- Sales Agents with 2+ years’ experience and proven ability to close business monthly with capacity to managing multiple agents.
- Experience in managing multiple agents across numerous sales territories in the merchant services and credit card industry.
- Ability to communicate, relate and guide Sales Agents/Account Executives to a common sales strategy through both motivation and industry knowledge.
- Proven ability to drive and manage sales process with sales agent from conception to close.
- Proven ability to articulate and teach sales agents the distinctive aspects of FinTech’s technical products and merchant services.
- Proven ability to position technical and value add services against competitors exclusive of price.
- Demonstrates the ability to motivate and coach sales agents based on previous experience in handling objections and challenges with a cold-call opening.
- Excellent listening, negotiation and presentation skills
- Excellent at communicating with executive team, strategic planning and problem solving.

APPLY NOW! We look forward to hearing from you.