

POSITION: Sales specialist

MAIN SCOPE:

We are looking for a driven, bright, high-energy person to support our ambitious growth aspirations and who wishes to accelerate their career.

Using your expertise and a consultative approach to selling, you will engage with new prospects in verticals and industries where we have demonstrated tremendous success in Europe, as well as, identify and close new opportunities.

Directly reports to: Managing Director,
North America

Based in: USA Massachusetts

KEY RESPONSIBILITIES:

- Develop an in-depth understanding of the prepaid card industry and solutions
- Identifying target accounts and key contacts through public information sources
- Develop prospective clients through cold calling, attending exhibitions, networking events leveraging personal network
- Actively network in industry forums and promote B4B Payments
- Build and maintain a reliable sales pipeline within our CRM system
- Achieving targets for new appointments, follow up calls and new client engagements
- Support preparation of proposals and renewal activities
- Contribute as appropriate to company initiatives and assignments for lead generation
- Engage and work on the company's marketing campaigns

Competencies and Personal Characteristics:

- Graduate or entry-level role working in a fast-paced, high-growth, start-up environment
- Excellent communication skills and confidence
- Demonstrated sales experience
- Comfortable addressing client demands
- An interest in financial services and Fintech
- Highly organized with excellent planning skills, able to work under pressure, attention to detail
- Fintech, start-up, prepaid cards or with Program Manager experience an advantage
- Bachelor's degree preferable but not essential

KEY RESPONSIBILITIES:

- Competitive base, commission and bonus
- Ongoing training and support
- Meritocratic business, lots of opportunity for progression.

**Please email your updated CV and covering note to:
ken.oshaughnessy@b4bpayments.com**