



**Position Title: Sales Account Executive**

Location: Remote  
Department: Sales, Commerce Group  
Reports To: National Sales Manager  
FLSA Status: Exempt  
Prepared By: Director, Operations & Support  
Prepared Date: 7/1/2019

**COMPANY OVERVIEW**

Sound Payments is a multi-channel, diversified technology company that delivers innovative technology and software solutions in the Payments, Healthcare, Petroleum, and Banking Industries. Our company provides better, secure solutions in commerce that positively impact lives worldwide. Sound Payments' team of experts are committed to providing the very best solutions for our clients to deliver results, helping businesses grow and increase profits. We solve challenges that make doing business and life easier for individuals globally. Founded in 2016, Sound Payments is headquartered in Jacksonville, Florida, and has a professional staff with over 100 years' experience in the payments and banking industries. Our Board of Directors and executive management team have a very diverse business background and experience in the finance, payments, technology, and relationship development areas.

**Position Summary:**

This is a sales role with quarterly quota based on number of subscriptions sold. Sound Payments develops and sells cloud-based POS and integrated payment SAAS solutions to ISV's, ISO's, MSP's, Dealers and VAR's. We are looking for sales executives who have experience selling POS Systems and/or Payment Solutions, understand the intricacies of the payments industry, are not afraid to cold call, have a hunter-mentality, and are strong closers. We offer a very attractive compensation plan with high reward on performance.

**Essential Duties and Responsibilities:**

- Identifies business opportunities by identifying prospects and evaluating their position in the payments industry; researching and analyzing sales options.
- Sells solutions by establishing contact and developing relationships with prospects; articulating value proposition and recommending solutions.
- Maintains relationships with clients by providing information and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.
- Updates Leads and Accounts in the CRM
- Conducts quarterly business reviews

**Basic Requirements:**

- Four-year degree or equivalent experience in payments or POS sales
- Proven experience as a Sales Executive or relevant role
- Proven results in hitting quarterly sales targets
- Fast learner and passion for sales
- Exceptional presentation and verbal communication skills
- Strong time management & organization skills
- Thorough understanding of sales and negotiating techniques
- Self-motivated with a results-driven approach
- Excellent ability to maintain client relationships

**Preferred Qualifications:**

- Experienced at selling payment solutions to SMB Merchants, ISO's, or ISV's
- Experienced at selling POS Systems
- Experienced at selling SAAS solutions
- Hands-on CRM experience, such as Salesforce.com, MS CRM, Zoho or Oracle

Sound Payments provides a business casual and smoke free environment that thrives through collaboration, and the diversity of our teams. If you think you qualify and will succeed in a busy and fast-growing firm, please send a cover letter, resume and include the position applied for in the subject line. Please also include your current and expected salary as well as date available to start. Only shortlisted candidates will be contacted. Data collected will be used for recruitment purposes only.

Sound Payments Inc. provides equal opportunity to qualified persons regardless of race, color, sex, religion, national origin, age, sexual orientation, gender identity, disability, veteran status, or other categories protected by law.