

## Sales Agent Merchant Services

### Core Responsibilities

A Merchant Services Sales Agent helps business owners optimize their credit card processing and Point of Sale (POS) systems. The role is focused on prospecting, analyzing merchant statements, and building residual income.

See how the opportunity works <https://www.youtube.com/watch?v=GzHtVvaFIhs>

### Core Responsibilities

- **Prospecting & Lead Generation:** Source new local or remote business clients through cold calling, networking, and provided leads
- **Needs Analysis:** Audit a prospect's current credit card processing statements to identify hidden fees and inefficiencies
- **Consultative Selling:** Present tailored payment processing solutions and equipment (like mobile readers, online gateways, and POS hardware) that save the client money
- **Account Management:** Serve as the primary point of contact for merchants, helping with account setup and fielding ongoing support questions

### Qualifications & Skills

- **Sales Acumen:** Strong negotiation and objection-management skills.
- **Financial Literacy:** Comfort in reading and explaining financial statements and merchant processing fees.
- **Self-Motivation:** High drive to succeed in an independent, commission-based structure.

### Perks

- Build upfront income, recurring residual income, and long-term upside in a performance-based opportunity with real support.
- Territory is all 50 states
- Warm leads provided
- Training included
- Weekly commissions