



Eureka Payments seeks highly motivated and goal-oriented individuals with the ability to work both independently and as part of a sales team. Duties include sales presentations, statement analysis, as well as negotiating contracts with potential clients. The successful candidates must have a deep understanding of the sales process and superb interpersonal skills. It is also important that applicants are persuasive, have patience and perseverance to initiate, negotiate, and close a sale. Bi-lingual Spanish speaking candidates are a plus.

Sales Representative Responsibilities:

- Solicit business owners in person, by telephone and/or email.
- 75% of time to be spent in the field.
- Complete merchant application and gather all necessary/required support documents.
- Clearly communicate to sales support required equipment to be programmed and delivered.
- On site programming of credit card terminal at the branch office as needed.
- Responsible for install of credit card processing equipment at merchant location(s).
- Assist with terminal installs, supply delivery, incoming service calls for all company customers.
- Investigate, track and address competitors' activities and offerings.
- Prioritize and schedule proactive calls to organization's accounts.
- Generate, track, and follow-up with leads.
- Meet or exceed sales goals.
- Solicit and negotiate contracts with prospective clients.
- Solicit and establish qualified referral sources.
- Help determine profitable pricing schedules for quotes, promotions, and negotiations.
- Prepare accurate and timely sales and expense reports.
- Attend networking and business community events in support of brand and company goals.
- Giving sales presentations to a range of prospective clients and organizations.
- Coordinate sales efforts with marketing programs.
- Understand and promote company programs.
- Track, obtain deposits, and balance of payment from clients.
- Prepare and board merchant applications for approval and set-up.
- Visit clients and potential clients to evaluate needs or promote products and services.
- Maintain up-to-date client records.
- Answer client questions about contract terms, array of products, and prices.

Requirements - Skills, Knowledge, and Abilities for Career Success

- Experience in B2B sales.
- Ability to articulate technical and non-technical brand and product information effectively.
- Engage and educate customers on product usage, features, and benefits.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with customers.
- Competency in Microsoft Office applications including Word, Excel, and Outlook.
- Update and manage contact database with accurate profiles, notes, and relevant information.
- Undertake training on the firm's markets and products, and improve on selling skills.