

# Business Development Executive

Punchey, Inc - Boston, MA

## About Punchey

We are a merchant services provider who has taken a different spin on the merchant processing industry. We believe in two fundamental concepts:

- The ability to obtain the lowest possible rate
- To grow your business through various valued added tools and analytics

These two features separate us from a majority of our competitors in the industry and give us a significant advantage against our competition.

## Business Development Executive (BDE) Role

The primary focus of the BDE is nurturing Punchey's strategic growth through the recruitment of fresh sales talent and the establishment of new business partnerships. This will be a hybrid position that will require your attention on two fronts while maintaining the same objective of growth and development for Punchey.

## Core Concepts & Requirements:

### Strategic Planning

- Develop a thorough understanding of the competitive landscape and leverage that knowledge to influence and drive strategic sales planning initiatives
- Develop and implement growth strategies
- Identify strategic needs and prioritize areas of focus
- Participate with senior leaders to establish corporate strategic plans and objectives

### Solutions, Development & Relationship Growth

- Identify, evaluate, generate and manage new business opportunities
- Build advanced knowledge of company's products and industry
- Define and manage multiple strategic projects simultaneously and executes on a clear set of deliverables and timelines

### Leadership & Management

- Needs to have the ability to lead and progress a national agent network in tangent with the development of a local inside sales team
- This means, ensuring that the face of Punchey is well represented within our agent network, while at the same portraying a consistent and effective message to our potential clients.

**Position Requirements:**

- 4 year bachelor's degree
- 5-10 years of experience with a proven track record of leadership and sales team development
- **Experience selling SaaS products are a plus**
- **Direct merchant services experience is a requirement**
- Ability to resource, manage and deliver multiple projects to a deadline and budget simultaneously
- Strong communicator who has the ability to craft executive level presentations, developing clear storylines and connecting projects to broader company initiatives
- Demonstrated expertise in leading controversial situations such as customer negotiations and influencing and persuading others
- Strong leadership, must be able to work in collaborative environment, negotiate challenges, explain technical considerations and recommend solutions
- Highly organized and able to thrive in a fast-paced, deadline-oriented environment. Displays and acts with initiative, integrity, and professionalism
- Basic knowledge of Microsoft Office suite