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Merchant Services Sales Manager/Team Lead (BOSTON, MA)

We are seeking an entrepreneurial, ambitious business development and sales executive to take a lead roll in the regional sales roll-out and long term growth strategy of our sales force. This position is based out of Boston, MA the company's headquarters. The first sales focus is on the Boston DMA. The individual needs to be a seasoned seller / or rising star who has coaching skill (team lead) but is still a hunter/closer at this stage.

Summary:

Reporting to the CEO, this person will initially be an individual contributor, learning the product, sales best practices and target markets. Once proficient and proven, you will have the opportunity to take on additional responsibility: hiring and training additional sales executives, hitting team quotas and developing young talent across the Boston metro area. You will need to work cross functionally with marketing and IT teams to meet and exceed revenue targets, merchant acquisition goals and company growth rates. This is a ground floor opportunity with significant upside for the high-caliber, hungry, young professional.

Key Responsibilities:

- Sell, Sell, Sell
- Direct merchant prospecting and solicitation in the Boston DMA
- Inbound lead handling and closing
- Work with marketing to identify target markets and refine lead generation program
- Implement CRM and tracking to identify pitfalls in our selling and marketing funnel
- Develop pitch books to ensure high conversion rates
- Create openers talk tracks that convert
- Identify and recruit small team
- Train junior sales reps
- Experience cold calling (inside and out) to SMBs

Skills & Traits:

- Innate sales and communication ability
- Strong follow-up skills and organizational skills
- Ability to communicate value propositions, uncover objections
- Motivated, highly energetic demeanor hungry for the next deal
- Above average wealth aspirations
- Demonstrated self-starter with entrepreneurial inclinations and ambitions
- Strong academic performance or success in other areas (sports, hobbies, arts)
- Outgoing, personable friendly demeanor
- Can-do selfless attitude
- Team player

Compensation:

- Competitive Base Salary & OTE
- Excellent commissions/variable compensation earning capabilities
- Early stage stock options
- Accelerated career path
- 401k Savings Program
- PTO & Holidays Paid
- Health & Dental Insurance

About Punchey:

Poised for a major national roll-out, Punchey is the first payments platform that helps small businesses grow. The company provides an integrated electronic payment and marketing solution for small and medium-sized businesses, enabling them to increase business, accept payments, and increase customer loyalty. CEO with successful track record, Nathaniel Stevens, the founder and former CEO of Yodle.com (an INC 500 Company with 10,000+ client). Together we will truly transform and disrupt an antiquated industry, collaborate with open-minded talented people and learn about one of the fastest growing sectors. Mobile payments are expected to reach \$670B by 2015 according to Juniper Research.

When emailing us (careers@punchey.com), be sure to include your resume and a little bit about why this role would be a good fit for you.