

Open Position:

Sales Representative



Position Overview

Baldwin Hackett & Meeks, Inc. (BHMI) is looking for an experienced **Sales Representative** to market the Concourse Financial Software Suite™. The Concourse Financial Software Suite consists of a family of highly configurable, robust, rules-based applications that manage the back office operations of electronic payment processors, including banks, merchants, financial networks, and other processors of financial transactions. Concourse delivers mission critical solutions for the electronic funds transfer (EFT) industry in the areas of settlement, clearing, disputes, reconciliation, and fees assessment.

Professional Skills

The individual selected for this position will focus on new business development to secure new Concourse customers. The selected candidate will work with key members of the Concourse team as the consultative sales process develops. This position works directly with Concourse product managers to analyze business requirements and translate those requirements into creative, efficient software solutions to be presented in the form of proposals, presentations or discussions with potential clients. The overall objective is to close new business in which the Concourse Suite is the best of breed solution for the prospective client.

This position needs a talented, motivated, and self-directed team player who can work effectively in a team environment and who has the following skills:

- Self-starter with the ability to work without close supervision
- Excellent communication (written and oral) and interpersonal skills
- Comfortable using GoToMeeting or WebEx to present marketing materials
- Understand the credit/debit business at a high level (from initial authorization to settlement)
- Share your high-level market knowledge of the main credit/debit processors as well as merchant processors in the North American marketplace
- Ability to build creative proposals, emails responses, telephone dialogue and outline clear plans to close business
- Strong customer service skills

The candidate will need a minimum of five years of experience in sales of electronic payment services or application software. Additional useful experience would include:

- Successful experience in selling financial back office processing services and software, including but not limited to credit/debit dispute management
- Familiarity with large and medium size processors in the market including merchant processors, large ISO's and PSP's
- Experience working with third party resellers in other geographic markets beyond North America
- Solid technical comprehension skills
- Ability to travel

Although not required, a complementary BA or BS degree would be desirable.

If You ...

- Consult with clients to identify payment processing needs and deliver a comprehensive solution to address their needs
- Want to be a key team member of the Concourse Financial Software Suite sales and marketing team
- Want to collaborate with team members that have years of successful implementation experience of software solutions residing on multiple hardware platforms
- Want your own office (not a cube)

Take a look at BHMI and apply today at
<http://www.bhmi.com/onlineapp/>

Baldwin Hackett & Meeks, Inc. is always looking for talented individuals to add to our team. Even if this position does not meet your career objectives, you are welcome to submit your resume to BHMI. We will keep it in our files for up to one year and keep you in mind for other positions that become available.



Baldwin Hackett & Meeks, Inc.

Your Business. Your Software. Your Way.