



Regional Sales Executive

Position Purpose

This is a quota-carrying sales position that is responsible for driving efforts to expand and grow Payveris market share and presence in the Payments industry through execution of business, value-driven solution sales activities with net new clients. Targets potential leads and pursuits; plans and selects most appropriate sales strategies and approaches to gain entry into clients in assigned territory. Utilizes business solutions and industry knowledge, executes competitive sales tactics, and makes compelling presentations of Payveris solutions to effectively persuade and frame client opportunities. Coordinates deal crafting and positioning; enables client decision to close.

Essential Job Responsibilities:

- Generates leads and drives profitable revenue by selling Payveris solutions within designated territory or assigned accounts.
- Drives strategies, tactics, and account plans to identify, qualify and secure new Payveris clients to meet sales targets.
- Manages the effective and rapid movement of leads through the sales process, including: qualification of prospects; assessment of potential client needs; presentation of Payveris solutions; and expeditious closing of business
- Independently develops selling strategies for assigned accounts and effectively interfaces regularly with executive levels.
- Leverages executive level contacts to develop greater account coverage and create demand
- Develops strategies to utilize key influential individuals within client's decision process and creates action plans to influence decisions
- Recommends new value-add solutions through unsolicited proposals to create customer demand and helps customer identify and measure the impact of the proposed business improvement



- Builds internal and external industry networks to remain current on industry trends and describes Payveris' value in the context of emerging market trends and how they affect the customer
- Articulates to the customer how Payveris is better positioned than the competition to meet their business needs and objectives
- Prevents objections by uncovering customer concerns early and building consensus towards a mutual solution based on customer requirements
- Develops long term client and business relationships based on mutual value and trust, resulting in repeat business for Payveris.
- Manages client expectations appropriately to ensure mutual satisfaction for the client and Payveris.
- Maintains prompt and accurate sales pipeline forecasting in the Salesforce system.
- Practices the Payveris Way of Selling philosophies and skill sets.
- Shares industry, solution, deal, and sales "best practice" knowledge with the sales community.

The above statements are intended only to describe the general nature of the job, and should not be construed as an all-inclusive list of position responsibilities.

Required Qualifications:

Education:

- Bachelor's degree or equivalent experience

Job Related Experience

- 8-10 years selling experience with a track record of meeting sales targets with emphasis on the credit union industry.
- Proven solution sales experience in transactional payments and digital channels

Additional Skills/Knowledge:



- Establishes rapport based on professionalism and active listening skills
- Understands the sales process, development and qualification of a business need, identification of target clients, and favorable positioning of products.
- Assesses client's business needs and applies business impact model methodology to justify Payveris' solution to solve business problems
- Applies thorough knowledge of Payveris' solutions and client's financial metrics in implementing selling strategies.
- Incorporates thorough understanding of industry trends and client's key challenges into sales presentations.
- Describes Payveris' value in the context of emerging market trends and how they affect the client.
- Articulates solutions in terms of ROI to the client and sells business value

Travel Required: Up to 50%

To apply for this position:

For consideration of this position, send your resume to info@payveris.com

About [Payveris](#)

Payveris is the creator of The MoveMoney Platform, an Open API cloud-based platform enabling financial institutions to control, simplify, and extend digital money movement capabilities to any application or device while lowering user experience friction, significantly reducing operating costs & future-proofing the IT investment. Shift from a product-centric digital payments model to a platform-centric model today! Visit www.payveris.com to learn more.