



Internal Sales Representative

Job Title: Internal Sales Representative
FLSA Status: Non-Exempt
Salary: 30K base plus commission 70K+ potential

Capital Payments is a high growth Payments Processor and provider of payment processing solutions founded by industry veterans to better serve the payment needs of businesses throughout the United States. We are looking for exceptional candidates who want to grow with the organization. We provide a professional environment in an upbeat setting in which we recognize and reward hard work and commitment.

We are currently recruiting for an **experienced** payments processing internal sales representative responsible for closing leads, opening new merchant processing accounts and selling credit based products. The candidate must ensure accounts are set up and maintained correctly to ensure maximum revenue growth.

Responsibilities:

- Ability to negotiate pricing and offer buying opportunities to the merchants. In addition to processing orders, the candidate is required to perform basic customer service functions. The candidate should be able to handle a high call volume with a professional and courteous demeanor. A strong customer service orientation is a must. The candidate will also participate in special projects and perform other duties as required.
- Knowledge of payment processing products/gateways, e-commerce solutions.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Enhances sales staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions from customers.
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales clients.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and pipeline reports.
- Recommends changes in products, services, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.



Skills/Qualifications:

Customer Service, Meeting Sales Goals, Closing Skills, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Client Relationships, Motivation for Sales

Bilingual applicants are a plus.

Knowledge and understanding of payment processing products and services, knowledge of Mastercard / Visa Association rules and regulations, technical skills, contract language, credit policies, product conversions are strongly recommended.

Benefits on your start date:

Medical Insurance Plans, Dental Insurance Plans, Flexible Spending Accounts, Vision Service Plan (VSP), Basic Life Insurance.

Applicants must have valid driver's license, valid insurance and registration and be able to legally work in the US.

The selected candidate must successfully clear a background investigation.

Capital Payments, LLC is an Equal Opportunity Employer.

Email cover letter and resume to: HR@capitalpayments.com