



Payment Processing
INCORPORATED

Title: Client Partner Business Development
Reports To: SVP, PPI Sales
Department: Products and Partnerships
Status: Exempt
Location: Cary, NC/Newark, CA

Job Summary:

The Client Partner Business Development position requires business development experience in the technology marketplace who can handle a full range of account management activities including lead generation, qualification and contract negotiations. An in-depth understanding of the sales cycle and business processes in the technology sector is necessary. Overall the individual must be able to sell a relationship to a partner and will require a significant amount of telephone selling time and occasional field sales activities.

Duties and Responsibilities:

- Generate interest for the PPI Advantage Partner program for resellers of existing partners
- Negotiate partnership contracts with software developers and resellers
- Coordinate selling activities with software partners to maximize merchant account lead referrals

Knowledge, Skills and Abilities:

- Business development, telesales, and field sales experience within the technology industry
- A history of meeting or exceeding sales quotas
- A track record of generating leads and closing contracts

Credentials and Experience:

- At least 4 years of telesales experience in the technology marketplace
- At least 4 years of experience in business development and/or new account sales



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What We Offer Our Employees:

- The Opportunity to Work with a Great Team!
- The Chance to have an Impact and Make a Difference.
- Full Benefits Packages
- Paid Time Off