



### **Job Posting: Sales Professional**

BillingTree is seeking an experienced Sales Executive knowledgeable in one of the following vertical markets, utility, medical or government sectors, that is motivated and business driven to join our rapidly growing organization. Are you looking for a motivating career with a huge growth potential? Do you have:

- **A strong passion for sales and closing the deal**
- **An aggressive approach to lead generation and managing a pipeline**
- **A desire to significantly impact business revenue**
- **A passion for delivering outstanding customer service**

Due to the demand of our company growth the position of Sales Executive has recently become available within the BillingTree Sales Team. The BillingTree Sales Executive is responsible for all activity in their territory market including business development, lead management, product sales, development of the client relationship at all levels in the client organization and client satisfaction.

**Company Information:** BillingTree is the proven leader in On-Demand Payment Processing, offering our clients the best of the best in innovative technology and cutting edge solutions. BillingTree empowers customers with competitive advantage through simplification of the billing and receivables process. By delivering the most innovative technology and making it as easy and inexpensive as possible to accept payments, BillingTree has revolutionized the payments landscape.

**Job Description:** BillingTree is currently looking for individuals to sell payment processing products to potential prospects. This position includes entering initial contact information into the customer management software. Duties include the following:

- **Sells services such as ACH processing, Credit Card processing, IVR, Check 21 and other products as assigned**
- **Develop prospects from current customers, referral leads and other sources**
- **Contacts prospective customers to present information on available services**
- **Determines customers services needs and prepares proposals to sell services**
- **Attends sales and trade meetings to develop new business prospects**
- **Conducts demonstrations of products or services to qualified prospects**

**Requirements:**

- **Highly motivated**
- **Self starter, goal oriented**
- **National account manager experience**
- **Ability to sell at the C level**
- **Proven track record of closing business and being in the top 10% of sales productivity**
- **Have sold in a virtual setting online**
- **Minimum 3 years experience in Sales, with a proven track record of meeting Sales goals and the ability to produce effective sales**
- **Experience selling into the utility vertical (telecom, water, power, gas)**
- **Microsoft Word, Excel, PPT proficient**
- **WebEx selling online**
- **Salesforce Experience preferred**
- **Payment processing background, helpful**

**Travel:** 20% (Tradeshows/Client Meetings)

**Salary:** Base + Commission

**Hours:** Full Time, Monday – Friday

**Location:** Phoenix, AZ

**Benefits:** BillingTree offers a competitive benefits package to all our full-time employees. These benefits include: Medical, Dental, Vision, Life, STD, Accidental Death & Dismemberment and 401K. Additionally, 2 weeks paid vacation, 7 days of paid time off and 7 paid holidays.

Interested Candidates should forward resume and salary history to [resumes@mybillingtree.com](mailto:resumes@mybillingtree.com)