

## Sales Representative

4Access Communications is a privately held, entrepreneurial company that produces revolutionary point-of-transaction hardware and software solutions that are based on an open architecture. The company was recently awarded the *Technology Innovation of the Year* award by the Electronic Transaction Association. We are a high-growth, start-up with tremendous upside and recent success breaking into the marketplace. The organization is growing while maintaining the innovation, fluidity and entrepreneurial spirit that has fostered its success. We are currently seeking a highly energetic, results-driven Sales Representative with entrepreneurial sales experience. The candidate must be self-directed with a strong appetite to lead the company in revenue growth and benefit from the financial rewards of doing so. This is an opportunity to join a young, growing company in a mission critical, position with high visibility. If you are an enthusiastic self-starter who has a proven record of acquiring new business as a market entrant, we invite you to apply for this outstanding opportunity. The Sales Representative position reports to the Senior Vice President of Sales and is responsible for selling company products, solutions and services into the indirect sales channels including processors, acquirers, and independent sales offices (ISO's).

### Responsibilities:

- Call on potential customers including Payment Acquirers, Independent Sales Offices (ISOs) and agents.
- Inside sales.
- Create leads that generate new accounts.
- Drive revenue growth.
- Effectively manage established accounts.
- Work with internal company resources to resolve customer issues, improve products and enhance the customer experience.
- Work with management to create sales and marketing strategies/plan.
- Interface with customers and effectively communicate technical aspects of products and services.
- Some travel.

### Required Experience and Knowledge:

- 3+ years of sales experience in an entrepreneurial/startup environment.
- Payment Card acquiring industry experience preferred, but not required.
- Bachelor's degree preferred.
- Proven communication and presentation skills.
- Ability to understand technical products.
- Problem solver with the ability to work in an unstructured environment.