

JOB TITLE: POS SALES MANAGER

<p>Reports to: Head of POS Sales</p>	<p>Division: Secure Trading Financial Services (STFS)</p>
<p>Main purpose of the job:</p>	<p>Through technical knowledge acquired through on-the-job training, the incumbent will recommend payment options based on projections of the volume and monetary amount of daily transactions and the demographic being served. Cross-selling other company products is required. The POS Sales Manager will also train new customers and their employees on payment processing methods and equipment use.</p>
<p>Duties and responsibilities:</p>	<ul style="list-style-type: none"> • Prospect and develop lead sources and referral relationships for POS and ecomm merchants that are a good fit for acquiring.com; • Meet with prospective merchants to describe product and services; • Build our business through outreach emails, phone calls and on-site meetings; • Create a great first impression to our prospects by inspiring them to learn how acquiring.com can benefit their business; • Learn and maintain a firm understanding of our sales process; • Attain and exceed your monthly quotas.
<p>Experience and Qualifications:</p>	<ul style="list-style-type: none"> • Excellent Sales and negotiation skills; • Excellent interpersonal skills to clearly explain products and services; • The ability to build and nurture strong relationships based on trust; • Strong working knowledge of the sales process and a focus on customer satisfaction; • Prior successful track record in the merchant services industry; • Dedicated and committed work ethic and drive; • Fire and desire to be successful.
<p>How to apply:</p>	<p>Please send your CV to our Talent Acquisition team at hr@acquiring.com</p>

About us: Secure Trading Financial Services (STFS) trading as **acquiring.com**, has over the past years established itself as a trusted acquirer. Licensed and regulated by the Malta Financial Services Authority ("MFSA") to provide payments services across Europe. As principal member of Visa and MasterCard, acquiring.com can offer a truly end-to-end payment solution to merchants trading online. Ease of implementation and trusted advisory relationship management are at the heart of what acquiring.com can offer to its partners.