



Title: Outside Sales Executive/Professional

We are looking for bright and energetic individuals to join our rapidly growing company. Successful applicants will enjoy an environment that is fun, smart, and collaborative. We offer a competitive salary and benefits package as well as an opportunity for fast growth.

Responsibilities:

- Call on all merchant referrals from bank and other referral partners
- Provide professional and insightful presentations to business owners
- Work and sell personally developed leads
- Answer customer questions about products and prepare quotes
- Emphasize product features based upon customer needs
- Negotiate price and prepare sales agreements
- CLOSE sales

You must have:

- INTEGRITY
- Great attitude
- Ability to learn new software, integration systems, and be trainable
- Ability to handle sales rejection
- Experience in outside B to B sales is preferred, but we will train the right candidate (merchant services and/or banking experience is a plus.)
- Ability to learn and work with our internal CRM (salesforce)
- Strong follow-up and contact management skills.
- Persistence through close of sale

Direct Connect provides:

- Strong commitment to Integrity
- Complete training, classroom and in the field
- Substantial resources and tools to help you succeed
- A collaborative and intuitive environment
- Fast track into our management program
- Management support to help you close sales
- Sales Support and award winning customer service for all our customers
- Industry Top Compensation & Benefits (based on experience)

We will connect you to a diverse and inclusive team that embraces innovation and collaboration, and offers unparalleled opportunity to pursue your passion and achieve success.

Connect with us today if you are interested in this position by emailing resume and cover letter to:

Careers@udcc.com

