

# **SALES EXECUTIVES**

## **\$70K 1st Year**

Mid Atlantic Processing specializes in offering businesses the most advanced solutions for Credit, Debit, EBT, Giftcard, E-commerce, and Electronic Check Processing Services available. Locally owned and operated for over 29 years, Mid Atlantic Processing prides itself on being offering a one-stop-shop experience by providing an unmatched array of products and services under one roof.

We are looking for part-time and full-time sales executives!

Mid Atlantic Processing approaches the sales processes with a consultative approach, allowing you to feel confident that you are securing your own financial stability while helping local businesses grow and prosper.

### **Mid Atlantic Processing Offers**

- Full Industry Training that provides you with everything you need to be successful
- Fast and Knowledgeable Field Support
- Preset Appointments (warm leads)
- Generous Commission Structure
- Long Term Residual Program
- Health Care Benefits
- Superior Ongoing Training
- Mileage and Cell Phone Compensation (based on performance)
- Monthly Bonuses and Contest

### **Job Description**

As a Sales Executive you will be responsible for selling credit card processing equipment and or services through the achievement of opportunity-based sales quotas. The Sales Executive will reach his or her business targets through effective management of appointments and in-person visits with business prospects while presenting a professional image of the company. Integrity, passion, dedicated follow through, and in-person presentational skills are essential for this role.

## **Requirements:**

- 2 years experience in an external sales capacity preferred but not required.
- Demonstrated ability to close deals and meet established sales quotas.
- Maintain professional demeanor, selling style, and appearance.
- Solid experience in opportunity qualification, pre-visit planning, call control, account development and time and territory management.
- Success in qualifying opportunities involving multiple key decision makers.
- Strong knowledge of retail and/or wholesale sales methods, practices, and techniques.
- Strong problem identification and objection resolution skills.
- Able to build and maintain lasting relationships with customers.
- Exceptional verbal communication and presentation skills.
- Excellent listening skills.
- Self motivated, with high energy and an engaging level of enthusiasm.
- Ability to work independently.
- High level of integrity and work ethic.
- Must possess a valid driver's license and dependable transportation.
- Daily travel is required while running preset appointments, conducting presentations and cold calling.

**Contact Mid Atlantic Processing to schedule your interview:**

**Phone # 410-753-1000**

**E-mail [tmagee@map-llc.com](mailto:tmagee@map-llc.com)**

**Website: [www.map-llc.com](http://www.map-llc.com)**

**Address: 300 Red Brook Blvd Ste 120 – Owings Mills, MD21117**