

Job Description:

- Network & mapping of potential clients for new business development.
- Engage in new product development, merchant requirement analysis, proposal design etc.
- Partnering with the other aggregators & channel partners to leverage our products.
- Managing key accounts, delivering satisfied payment gateway services, monitoring their performance to increase month on month revenues.
- Responsible for acquisition of Key accounts from different domains.
- Hunting for leads from various sources like LinkedIn, marketing campaigns, etc.
- Identifying potential clients and building strong relationships by growing, maintaining, and leveraging my network.
- Managing client portfolio and maintaining healthy relations with clients & web development companies.
- Responsible for Payment Gateway Sales for SMEs & Key Accounts.
- Requirement Analysis for each merchant & delivering required solution as per best fit.
- Making Sales strategy & future road map for merchant on boarding & revenue maximization.
- Maintaining good relationship with the existing clients to identify opportunities & get references.
- Ensure proper co-ordination of clients with the product team to ensure flawless integration.
- Dealer on boarding in the assigned area.
- Maintaining healthy relationship with the assigned dealers to get recurring business.
- Package selling to the dealers & ensure better service.
- Calling on leads, ensure maximum customer visit to the dealer's point & sales closure.
- Acquiring knowledge of prospect and its products. Conducting wide and deep research on their business to be well prepared for client meetings
- Prepare and present to management periodic (weekly & monthly) budgets/sales forecast
- Responsible for timely invoicing and collection of payment from the clients
- The candidate must keep an update on market trends and issues affecting the payments industry as well as collect competitor intelligence.
- Understand the market and produce the USP's of the in house products that are developed.
- Increase sales of the Company's products and achieve the agreed targets within the key accounts.

Required Profile:

- Candidates from the Fintech/Software Billing Solutions/Product Industry preferred having min 3-10 years experience in the fintech industry preferably in online payments.
- Strong interpersonal skills and the ability to build rapport with customers by understanding their requirements.

Key Skills: acquisition sales, acquisitions, networking, relationship building, new account acquisition, stakeholder management, enterprise sales, sales, sales acquisition, payments, fintech

Benefits:

- Friendly working environment.
- Open door policy can approach seniors for any concern.
- The learning curve would be steep and ample growth opportunities.
- The payroll of a fast and growing company