

Inside Sales Representative

PaySimple, voted one of the best places to work in Denver in 2008, is staffing up to support explosive growth in 2009! We are adding an Inside Sales Representative; a key position on our sales team. This is the career opportunity of a lifetime and we're looking for a superstar to fill this role.

Job Description:

PaySimple generates leads on the web using keywords and natural search. Our sales representatives contact these warm leads via phone and guide them through the sales process. They qualify the lead, probe to understand the particular problem the merchant wants to solve, introduce the features and benefits of the PaySimple Solution, present product demos, negotiate price where appropriate, and close the sale.

We'll teach you the basics of financial services and sales, including how to qualify prospects, overcome objections, manage a sales pipeline and close new business.

Responsibilities:

- Enthusiastically and energetically work to guide warm leads through the sales and product demo process
- Work with our leads to understand their specific business type and needs in order to properly sell our services
- Qualify leads by probing for type of business, length of time in business and processing volumes
- Develop detailed product knowledge to effectively answer questions and communicate benefits to prospects
- Master the PaySimple sales training manual and become accountable for all frequently asked questions, special circumstances, sales protocols
- Enter all info on new merchants into our in-house CRM tool and manage reports from this tool
- Accurately populate our application with merchant details
- Passionately support PaySimple's commitment to create an outstanding experience for our prospects and customers

Qualifications:

- Minimum one year related work experience required
- Sales experience required
- Demonstrated track record of meeting or beating sales goals
- Strong written and oral communication skills. A phone test will be required for candidates successful during initial interviews
- Organized, detail-oriented individual capable of meeting short-deadline projects on a daily basis
- A team player who performs well independently
- Ability to multitask, take direction and execute with precision
- Must be a confident, adaptable self-starter who thrives in an empowered, fast-paced environment

The PaySimple Solution is an on-demand Software as a Service (SaaS) platform that enables small businesses to bill, collect, and manage their customer payments under one user-friendly system. We're located in the heart of LoDo. We are building an extraordinary company and looking for talented, energetic and motivated individuals to join our unique environment.

If you are looking for a company that is truly different from beige cubicles and typical office politics, come join a company that rewards authenticity and supports energy with a passion.



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