



ISO/ISA/MLS Sales Recruiter

Responsibilities:

The successful candidate will conduct all of the activities necessary to build a large and profitable channel of ISOs/ISAs for Clearent, including pre-sales research and qualification, prospecting, sales, implementation, support, training, development, and retention. Activities will include consultative needs analysis, demonstrating Clearent software, conducting “total benefit” analyses for prospects, and participating in industry trade shows and Clearent-sponsored sales events. The successful candidate will spend 20-40% of their time in the field with their customers. All appropriate T&E expenses will be reimbursed.

Desired Characteristics:

- **Sales-oriented** – We’re looking for someone who enjoys selling and believes that what Clearent can provide is critical to their ISOs/ISAs success. This belief should drive the successful candidate to operate with **urgency** and a **strong desire to win**. As such, the candidate will be adept at filling their sales pipeline with high numbers of qualified prospects and moving a high percentage of those prospects through their sales pipeline to closure.
- **Relationship-oriented** – The successful candidate will be able to **balance their strong selling focus with the ability to build personal and professional relationships**, with their channel and **inside Clearent**. Persistence is crucial to success in this role, and that persistence must support – not detract from – the successful candidate’s relationship-building efforts. **Relationships are the key to developing production in this channel.**
- **Consultative** – Clearent was built from the ground up to offer benefits to ISOs/ISAs and merchants that other processors can’t. The candidate must be able to quickly uncover prospects’ specific pains and **demonstrate and articulate Clearent’s solutions to those pains**. The candidate will be adept at diagnosing underperforming channel partners and assisting them in increasing production.
- **Structured** – The successful candidate will be an expert at structuring their time to give them the best opportunity to **execute their daily, weekly and monthly plans successfully**. The successful candidate will have very high expectations of himself regarding their daily productivity and overall success.
- **Principled** – Clearent has gained the trust of its partners and merchants by being a company that exudes integrity. Similarly, the successful candidate also **must exude integrity**.
- **Exceptional Communicator** – Strong oral and written communications skills are non-negotiable, as is being one who listens well.

Qualifications:

- **Experience** – Minimum 3 years experience in the payments industry, preferably working with ISAs.
- **Education** – Candidates with a Bachelors degree or equivalent will be given preference. Prior successful completion of consultative sales training is ideal.
- **Technical Skills** – Comfort with web-based applications in general is required, as is the ability to work effectively with Microsoft Office software (Outlook, Excel, PowerPoint, Word).