



Direct Sales Representative Position Description

Position: Direct Sales Representative

Location: Virtual

The Company: **Clearent, LLC. ("Clearent")**

Founded in 2005, we built Clearent from the ground up to be a different kind of payment processor, the kind that brings a whole new dynamic to the industry. Our goal is to be one of the world's very best credit card processing companies, and our way of achieving it is pretty simple. We provide the kind of passionate service that people really don't expect anymore, the kind that makes customers enthusiastically recommend us to their friends and colleagues. Couple that with transparency, integrity and innovation and you'll find a company that never stops looking for ways to make our clients more profitable:

The Position: The Direct Sales Representative is an outside sales role – the role of a Hunter. You must have a proven track record of success with 3 to 5 years of solid merchant processing sales experience including extensive cold-calling and prospecting.

As a Direct Sales Representative you will be responsible for growing your business by selling Clearent's payment processing solutions to qualified merchants. Your drive to win and your desire to be the best is how success will be attained.

Direct Sales Representatives effectively generate leads, filter and qualify prospects and build a pipeline to ensure targets are met. This is a pure sales position and requires excellent verbal and written communication skills, strong follow-up skills and solid relationship management skills. DSRs report to the Regional Manager, and must be accurate and timely in preparing and presenting activity/pipeline reports.

Professional A Bachelors degree is preferred

Qualifications:

A minimum of 3-5 years successful outside sales experience in the merchant services industry is necessary.

The candidate should be comfortable with web-based applications in general, and have the ability to work effectively with Microsoft Office software (Outlook, Excel, PowerPoint, Word).

Opportunity: This is an exceptional opportunity to join a company committed to making a difference while delivering best-in-class technology, leading-edge products and customer-centric service.

Clearent embraces a pay-for-performance philosophy. Income potential is unlimited because there are no caps.

Additionally, the company provides mileage reimbursement, travel and entertainment expense reimbursement, 401k participation, medical, dental, and long-term disability.

Contact:

If you're passionate about merchant credit card processing services and are looking for a lucrative and rewarding position – one where you can make a difference – we want to hear from you.

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