



Regional Manager Position Description

Position: Regional Manager

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 Regional Manager position reports to the Vice President of Direct Sales. This person is responsible for the hiring, training, and directing of up to 12 Direct Sales Representatives to sell credit card processing services in their given territory.

The RM will hire two new Direct Sales Representatives every 30 days until the region is fully staffed. Therefore, the successful candidate must have a proven track record in hiring, training, setting and tracking goals, and getting the sales team independently productive as quickly as possible. The chosen candidate will be an innovative and self-energized leader with strong management skills and requiring minimal supervision. The RM will be responsible for achieving established sales team goals.

The ideal candidate will have demonstrated ability to manage sales representatives to maintain a full pipeline of activity so sales results remain consistent from one month to the next. A thorough understanding of how to effectively manage the team through the entire sales cycle is imperative. A keen recognition of what is hot and what is not is also important and the ability to report results in an accurate and timely manner is essential.

This position requires a person with exceptional written and verbal communication skills. The ideal candidate must be equally effective in speaking before groups as he/she is with individuals.

In addition to managing the sales team, RM will establish/manage local association/VAR relationships in order to maximize the sales benefits to both the association and Clearent.

Professional Qualifications: A Bachelors degree is preferred.

A minimum of 5+ years outside sales management experience is necessary. The ideal candidate has a proven track record of success in building up a sales team in the merchant services industry. The RM is expected to be out in the field training, motivating and leading their team a minimum of 3 days per week.

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.

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.

Contact:

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