

Company Overview

PE Systems (www.pesystemscorp.com) is a highly specialized professional services firm that provides consulting and auditing services to Clients in all industries and markets. Our sole business mission is to reduce and manage payment processing costs for our Clients. We have significant expertise, knowledge and a passionate focus on reducing the components of payment processing costs. We have particular expertise in the analysis, reduction and management of the costs related to process credit and debit cards.

We work on behalf of our Clients as their advocate and partner. Our business model is 100% pay-for-performance: our clients do not pay us unless we actually reduce their payment processing costs. We identify cost reduction opportunities and design a cost reduction program tailored specifically to a Client's unique processing environment.

Our Client List is impressive and stretches across many vertical markets, including: universities and colleges, Fortune 1000 companies, professional sports teams, non-profit institutions, national retailers, manufacturers, distributors, telecommunications and many other types of business and organizations.

Job Description

PE Systems is seeking a **Sales and Business Development Manager** for your metropolitan and regional area. You will be responsible for selling our consulting services in all of our vertical markets. This is a sales position that requires meeting with prospects in a face to face setting in order to present our consulting service business model. In addition, you will utilize internet sales presentations and other selling methods to secure new Clients. This is a virtual office position for which you will be equipped with all of the necessary office equipment and technology. This position will require travel in your assigned territory, as needed.

Our focus is on a "consultative" sales approach. We have specific industries, markets and companies that we focus on. We have a client development and research department that provides pre qualified sales leads to you. In addition, our impressive client list will be invaluable in assisting you in your sales efforts. You will also be free to source and prospect new clients based on your own efforts. You will be supported by our west coast and east coast offices, as well as your fellow sales executives across the country.

This position comes with a very competitive base salary and an unlimited sales commission and incentive plan, along with a full suite of benefits. Our top performing sales executives have historically earned a 6 figure compensation package.

Requirements

- Experience selling professional services to senior level executives is required
- Minimum of 5 to 7 years of successful professional sales experience in the B2B – Business to Business marketplace
- Experience in selling a financial service, consulting service, software or other non-durable good product is desired
- You must be comfortable and professional in all formats of communication, including face to face, telephone and via internet presentations
- A track record of successfully exceeding assigned quotas and goals
- You must be self-motivated, disciplined and results oriented

- Strong verbal and written communications skills
- Experience working with MS Power Point, Word and Excel and a CRM system
- The ability to work and collaborate with our operations team and other sales executives in the organization

Please e-mail your Resume to: HR@pesystemscorp.com or fax it to: 509-755-0623. Qualified applicants will be contacted by telephone for an initial interview.