



Title: Account Manager
Reports To: Director, Account Manager
Department: Sales
Status: Exempt
Location: Cary, NC

Job Summary:

The Account Manager position requires account management and product management experience in the technology marketplace who can handle a full range of activities including product definition, product packaging and promotion, sales training and the management of marketing campaigns. An in-depth understanding of product management and how to train technical sales teams in the technology sector is essential.

The Account Manager team is the primary point of contact for our Client Partners. They will be responsible for managing the entire process of working with our partners to maximize merchant referrals.

Duties and Responsibilities:

- Overall develop and manage key partner relationships.
- Work with a new partner to define the Partner-PPI payment processing package which includes the software and hardware components, pricing, packaging and promotion.
- Advise best practice marketing strategies to drive new merchant referrals.
- Keep partners informed of present opportunities and marketing campaigns.
- Coordinate selling activities with partners to maximize merchant account lead referrals.
- Continually educate the partners on new features and other company products and services.

Knowledge, Skills and Abilities:

- A history of meeting or exceeding sales quotas
- Proven ability to gain client consensus and advocate internal or external changes necessary to accomplish sales objectives



Payment Processing
INCORPORATED

Credentials and Experience:

- At least six years of experience in a leadership role in product management and either account management or business development
- Demonstrated experience working effectively with senior-level executives within client organizations
- Experience in Salesforce.com, Microsoft Office, and payments industry a plus.

Special Requirements:

- Travel as required by position.

What We Offer Our Employees:

- The Opportunity to Work with a Great Team!
- The Chance to have an Impact and Make a Difference.
- Full Benefits Packages
- Paid Time Off