

Director, Channel Partnership Sales (Merchant Services) – Reston, VA

FrontStream Payments is seeking a **Director, Channel Partnership Sales**, to join our growing team with a focus on signing new channel partnerships.

Company Overview:

FrontStream Payments, a leader in trusted, integrated payment solutions, processes billions of dollars in transactions annually for thousands of companies across key industry segments such as home healthcare, education, nonprofit, and home services. FrontStream Payments is a division of FrontStream, a pioneer in fundraising and donation processing solutions. Panorama®, its heralded intelligent engagement platform, helps more than 10,000 charities and companies raise billions for causes and communities. FrontStream is owned by the global investment firm Marlin Equity Partners.

Position Overview:

This position is responsible for selling the FrontStream Payments services to channel partnerships across several key verticals. Channel partnership targets include Software platforms, SaaS companies, ISV/VARs, Franchise and Associations.

Key responsibilities include but are not limited to:

- Identify, prospect and source new channel partnerships in select vertical markets
- Develop a sales/marketing plan to target decision makers within identified partnerships
- Present the FrontStream Payments offering to decision makers via phone, online or in person meetings.
- Develop pricing and revenue share models for each potential partner
- Handle and overcome objections that may prevent partner from moving forward
- Negotiate and sign new partnership agreements
- Be the liaison between partner and FrontStream for integration to our API
- Post integration, work with partner to develop a sales/marketing plan to target partners' merchant customers
- Manage pipeline within Salesforce.com and provide weekly reporting on progress

Desired Skills:

- Demonstrated track record of successfully selling and managing channel partnerships to achieve or surpass quotas, at least 5 years' selling experience
- Hunter mentality- ideal candidate will excel at finding and generating new business

- Ideal candidate will possess an extensive understanding of payment integrated solutions' selling and have strong industry knowledge
- Demonstrated project management skills and excellent verbal/written communication skills
- Knowledge of Microsoft Office and Salesforce.com required
- Bachelor's degree in business or related field
- Must have the ability to travel as needed (approx. 25% travel)

The company is headquartered in Reston, VA with offices in Cambridge, MA, Toronto, ON and West Melbourne, VIC, Australia.

Interested candidates should send resume, references, and salary history to: careers@frontstream.com with "**Channel Sales (MS)**" in the subject line. No phone calls please.

FrontStream is an equal opportunity employer. The successful applicant will have proven eligibility to work in the United States.