

***Inside Sales Representative (Merchant Services) – Reston, VA***

**FrontStream Payments** is seeking an **Inside Sales Representative**, to join our growing team with a focus on selling merchant services to existing FrontStream customers.

***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. For more information about FrontStream Payments, visit [www.frontstreampayments.com](http://www.frontstreampayments.com)

***Position Overview:***

This position is responsible for cross selling the FrontStream Payments services to existing FrontStream clients that are not currently using FrontStream Payments. This includes clients using our Panorama nonprofit platform, as well as merchants processing with gateway only accounts.

***Key responsibilities include but are not limited to:***

- Develop a sales/marketing plan to target existing clients for cross selling merchant services.
- Contact clients via phone, email and marketing campaigns to engage decision makers.
- Work with the FrontStream Account Managers to engage larger clients for introductions.
- Present the FrontStream Payments offering and overcome objections that may prevent merchant from moving forward.
- Develop pricing and cost analysis proposals for each client.
- Facilitate the onboarding of new clients through the application and approval process.
- Manage pipeline within Salesforce.com and provide weekly reporting on progress.

***Desired Skills:***

- At least 2 years' experience selling credit card processing/merchant services.
- Demonstrated track record of successfully selling merchant services to achieve or surpass quotas.
- Experience selling in an outbound environment.
- Hunter mentality, self-motivated, proactive.

- Ideal candidate will possess an understanding of the payment processing industry and have excellent sales skills.
- Excellent verbal/written communication skills.
- Knowledge of Microsoft Office and Salesforce.com required.
- Bachelor's degree in business or related field preferred.
- No travel required. This is an office based position in our Reston, VA headquarters.

Position includes a base salary, commission on signed accounts, benefits and paid time off.

Interested candidates should send resume, references, and salary history to: [careers@frontstream.com](mailto:careers@frontstream.com) with "**Inside Sales Representative**" 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.