



We are a growing Financial Technology company bringing energy and innovation to SMB owners around the US. With the economic climate for SMB's growing stronger every day, we are offering an opportunity to be right in the middle of the action. We work in a collaborative, fast-paced, agile environment where hard work and success are valued - and rewarded.

Our service is a web-based application that allows small business owners to send invoices, get paid faster, and keep track of their finances - quickly, easily, and accurately. We're obsessed with simplifying the lives of small business owners by helping them save time and money so they can focus on what is important to them vs business accounting.

We create unrivaled value to small businesses by delivering our application through partnerships with financial institutions.

The Role: VP of Integrated Payments

The Partnership Success team has been established to build a long-term integrated strategy, including payments, that creates the ability to deliver unrivaled value in the market.

The VP of Integrated Payments will work cross-departmentally in order to solve complex problems for our financial institutions in order to maximize the value we provide to small businesses. This role will also be responsible for crafting, and executing, a go-to-market strategy with our payment partners.

Responsibilities:

- Develop, implement and manage the overall strategy for integrated payments partners and vendors
- Collaborate with sales to provide partners that add value to our current and prospective clients
- Work with partners to build business plans that create positive outcomes for current and prospective clients
- Work cross functionally to develop, and execute, payments partner related marketing programs
- Manage cross functional team responsible for development of training and certification materials
- Develop a Payments Partner program tiering partner segments, defining entrance criteria, and monitoring success
- Work with partners to on-board and certify resources utilizing training assets
- Perform market capacity planning to ensure ecosystem resources can provide coverage for market demand
- Track a skills matrix across the defined ecosystem to capture available consultant knowledge across our opportunities

**Requirements / Skills:**

- Successful Phone Sales experience
- Thrive in a fast-paced environment
- High verbal communication skills
- Hardworking, with a positive attitude
- Ethics and integrity - a must!
- Drive to succeed
- Flexible and adaptable to a changing environment
- Prior outbound sales or call center experience highly preferable

Compensation:

- Competitive compensation based on skill level and years of experience
- Full benefits: health, dental, vision, disability, and life insurance after 90 days
- 401k with match

Job Type:

- Full Time

Job Location:

- Detroit, MI; Austin, TX and remote location are all acceptable