



Sales Development Representative- Atlanta

CPS Payment Services – Atlanta, GA

Who We Are

CPS Payment Services is an Atlanta based, dynamic provider of MasterCard e-payable solutions. We seek motivated, results oriented Sales Development Representatives to join our winning team to find qualified new business opportunities.

If you possess passion, grit, are driven to create success and looking to make your mark then this position is for you!

Responsibilities

- Create interest with new target prospects through outbound prospecting;
- Generate, nurture, qualify and disseminate leads;
- Exceed monthly targets;
- Effectively communicate CPS Payment Services value proposition;
- Ability to engage with C-Level and Executive Level-Suite;
- Possess the business acumen to understand and solve client business problems;
- Schedule appointments and work with supporting Sales Representatives;
- Track leads from inception to closure through Salesforce (closed loop).

Required Skills

- Sales related experience is ideal
- Industry experience is a plus
- Bachelor's Degree
- Sustainability of high activity levels to exceed assigned goals
- Strong phone prospecting experience and presentation skills
- Quick learner
- Attention to detail
- Excellent written/verbal/inter personnel skills
- Excellent organizational, analytical, time management and problem-solving skills
- Ability to work independently and collaboratively in a face paced environment

Why CPS Payment Services?

- Exceptional Compensation Package
- Commitment to employee personal and professional growth
- Medical/Dental/Vision
- Paid Vacation and Sick Leave
- Appropriate Casual Dress
- Team Outings
- 3 Weeks PTO