



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2022/07/05

Field Sales Consultant (Virtual)

Job ID	EF-0E-83-13-77-BF
Web Address	https://careers.indigenous.link/viewjob?jobname=EF-0E-83-13-77-BF
Company	Moneris
Location	Toronto, Ontario
Date Posted	From: 2022-04-07 To: 2022-10-04
Job	Type: Full-time Category: Finance
Languages	English

Description

*** Attention all Sales Professionals or Aspiring Sales Professionals***

Moneris is offering a signing bonus of \$2,000 to successful candidates.

We are hiring Field Sales Consultants in multiple locations: Vancouver, Burnaby, Montreal, Toronto and GTA, Edmonton, and Calgary.

You will work remotely and when required, go on the road within your assigned territory to meet with merchants. Access to a vehicle will be required for this role.

You are ambitious. You are driven. You aspire to make a difference.

At Moneris, we are looking for impact-driven people to join us in re-imagining commerce. As Canada's largest payment processor, we know that the best products and merchant experience must come from great people. Which is why we are committed to you, your wellness, and your growth.

If you're ready to make your mark on the future of FinTech, come join us at Moneris!

What you'll do

-As a Field Sales Consultant, you will oversee independent business (IB) accounts. You'll acquire new clients, grow existing customer accounts, and connect them with the best Moneris solutions to make their businesses thrive. You will forge your own success by driving growth, and profitability and aspire to maximize targets. With the support of your collaborative team and experienced leaders, you will undergo extensive training and get the tools and technology you need to succeed.

-Lead the end-to-end sales cycle, from pre-sales through to post-sales set-up and integration.

-Develop strong business relationships with assigned accounts and assist in creating proposals and presentations targeted at solving the business needs of prospects and existing clients.

-Negotiate pricing, contract terms, and conditions to ensure pricing and terms reflect the achievement of corporate goals.

-Provide input to Marketing and Product Development on key products and initiatives to close gaps in current product offerings and in current client segment.

-Drive execution for optimal customer acquisition, speed-to-market, ease of integration, and service levels. Create and review forecasts, sales reports, and ongoing status reports.

-Ensure and educate on compliance, operating procedures, and payment industry trends to the sales team and clients.

-Continue to enhance your skills by leveraging Moneris training and development programs.

What you get

-The chance to be part of one of Canada's top employers and leader in FinTech

-Great compensation package, lucrative compensation plan with no cap

-Emphasis on Wellness - Meeting Free Fridays (MF2), company-wide holiday closure, just to name a few

-RRSP matching & defined contribution pension plan

-Flexible benefits package starting from day 1

-Thrive in a Hybrid or Remote Model - including a tech peripheral rebate!

-Extensive learning & development programs and resources - plus unlimited access to LinkedIn Learning courses!

-Lots of opportunities to advance your career - 30% of Moneris roles are filled internally

- EAP (Employee Assistance Program), Educational Assistance and Recognition Program
- Employee perk program with incredible discounts for over 2,400 vendors
- Get involved in one or many of our Moneris Committees and Employee Resource Groups - Inclusive Workplace Council (IWC), Black Employee Network, just to name a few

Who you'll work with

Our Sales team is the engine that drives growth and retains revenues across all of our customer segments. We are helping businesses, from start-ups to giant multi-nationals, access the tools they need to evolve in a fast-changing marketplace.

To reduce the risk of COVID-19 transmission and to facilitate a safe return to the office for all employees, clients and vendors, Moneris has developed a vaccination standard that requires all employees and contract resources to be fully vaccinated in order to attend company premises, company events or conduct business travel on behalf of Moneris (and provide proof). Bona fide exemptions may be requested in accordance with legally protected grounds.

Note: We welcome and encourage applications from Indigenous people, people of colour, people with disabilities, people of all genders, sexual orientation and intersectional identities.

Experience

Who you are

- Must-have experience, knowledge, skills & abilities
 - Post-secondary education in business, commerce, marketing, or a related field. Equivalent work experience may be considered a substitution.
 - Ability to build great business relationships, with proven success to effectively strategize and influence to meet business goals.
 - Highly motivated individual with excellent interpersonal skills (written and verbal).
 - Proficient with Microsoft Windows/ MS Office Applications.
 - Must have a valid provincial driver's license and vehicle available.
- Nice-to-have experience, knowledge, skills & abilities
- Direct sales experience with success in hitting competitive targets, customer conversion and retention in a fast-paced and complex environment.
 - Previous experience in the payment industry.
 - Bilingualism in French.

Work Environment

You will work remotely and when required, go on the road within your assigned territory to meet with merchants. Access to a vehicle will be required for this role.

How to Apply

Click "Apply Now"

Create your profile on our careers hub and apply directly to your desired location's posting.

<https://moneris.wd3.myworkdayjobs.com/Moneris>