Corpay

Your role - Business Development Representative, Americas

The challenge – transform the way in which global payments are made and how you sell them

What you'll do – leverage the best payments solutions platform available on any continent (except for maybe Antarctica, since they likely don't have a need) - to generate new business in North America, using best-of-breed sales enablement technologies to automate and enhance your daily activities

Who we are:

As a global leader, Corpay is changing the future of international business payments solutions by making them faster, smarter, and most importantly, easier. By offering the most comprehensive suite of global payment solutions, Corpay provides companies a better way to track, manage and pay their expenses.

What's the gig?

You will be asked to call a lot of potential prospects on a daily basis with the objective of either qualifying new leads for the sales team or disqualifying them altogether. You will be speaking to business owners and C-level executives to learn more about their business and international payments needs, and ultimately, determining how Corpay can help do them more efficiently and cost-effectively. Your discovery calls will pave the way for new business opportunities and will enable you to build and grow your sales skillsets, while positioning yourself as a thought leader within the organization.

The nitty gritty:

You will report to the Director of Business Development for North America and work closely with the Business Development Associates to build new relationships, collect and analyze data, and drive new revenue.

You are:

- A technologist, and excited about working with sales automation software
- Strategic-thinking with an entrepreneurial spirit – you approach sales open-mindedly
- Inspired by the work you do, the goals you achieve and the opportunities you create
- Open to picking up the phone, aren't afraid of rejection, and like speaking with new people

You bring:

- A strong willingness to succeed with the desire to further your career in sales
- A high degree of self-motivation and the passion for achieving results
- Excellent time management, written, verbal and prospect management skills

You have:

- The ability to sell yourself to us, and why you think you'd be successful in a sales role
- A strong desire to grow into successively senior roles within the firm
- An interest in learning about global payments, sales enablement technology, CRM systems and FX

What's in it for you?

- A nurturing environment with the tools and training you need to succeed
- A remote, work environment that's still casual, fun and collaborative, even online
- Competitive salaries with strong earning potential along with personal days
- Medical, dental, vision and a 401K with company contribution

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