

Regional Sales Manager ~ TSYS ~ Greater New York City Area

SEEKING A PROVEN AND QUALIFIED SALES MANAGER TO LEAD AN OUTSIDE SALES TEAM IN THE NY/NJ METRO AREA. GREAT OPPORTUNITY TO JOIN A GROWING COMPANY!

Job description

- Bachelor's Degree minimum
 - 3+ years in a sales leadership role preferably within merchant services industry
 - Quantifiable results of success required
 - Proven track record of managing a sales process including pipelines and closing ratios.
 - Experience with engaging and nurturing financial institution partnerships.
 - Proven ability to develop tactical initiatives that improve sales productivity, performance, and performance metrics.
 - Proven track record of balancing one's own responsibilities to develop new business while motivating sales team to hit annual sales growth.
 - Intimate knowledge of sales forecasting process, contract reviews, and negotiations.
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- Experience managing and coaching to compensation plans.
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- Provides senior management with information used to evaluate regional opportunities.
 - Ability to conduct weekly field visits to observe and coach sales teams. 70% of week requires field work and travel.
 - Excellent communication, negotiation, coaching and organizational skills.
 - Must be within 45 miles of Westchester County, NY