



Department: Human Resources & Recruitment

Job Description: Sales Manager x 2

Location: Sydney, Melbourne, Byron Bay

Date: March 2019

Summary

We're seeking several experienced sales and account management professionals with experience in the payments industry to join a fast growing FinTech company in Sydney, Melbourne and our head office in Byron Bay.

Details

Split Payments is seeking a professional self-starter to join a passionate team and help grow our business in Australia through new business development and effective relationship management. Through winning new business and presenting opportunities to existing clients, you will drive technology integration working closely with our support and onboarding teams. Ideally, you are passionate about payments and have experience in this area.

Key Responsibilities

- Create and manage partnerships with platform aggregators.
- Create and manage a sales pipeline and target forecasts.
- Develop new business with enterprise clients and key industry verticals.
- Plan and execute approaches, pitches and presentations to prospects and clients.
- Manage, maintain and enhance client relationships.
- Work closely with other business units to ensure outstanding service and product delivery.

Required Skills

- University graduate preferred with business development or sales experience.
- Competency with technology and web tools preferred.
- Background in payments and financial services a definite advantage.
- Ability to work independently (self-starter) with a regional team is crucial.
- Self-motivated, positive, proactive, professional and a team player.
- Regional travel for team meetings and training required.

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jobs@splitpayments.com.au | splitpayments.com.au

Personal Attributes

- Be honest and trustworthy
- Be respectful
- Possess cultural awareness and sensitivity
- Be flexible
- Demonstrate sound work ethics

What's on offer?

- Salary package commensurate with experience
- Great employment benefits and working situation
- Rapid career advancement opportunities for the right candidate
- Read more about our approach at www.splitpayments.com.au/careers

To Apply

To apply for this role please email your CV to jobs@splitpayments.com.au. It is vital that you include a cover letter explaining why you are suited to this role.

About Split Payments

Australia's First Open Banking Payments Platform, Split Payments seamlessly connects businesses and consumers directly with the Australian banking system – creating an entirely new approach to direct entry banking. We've created an Open Banking API that makes bank transfers faster, more visible and easier to manage than card payments – but with significantly lower transaction costs. When you combine this with sophisticated features including Direct Debit Consent Management and Instant Account Verification, the possibilities are endless.

Our mission is to reimagine global banking infrastructures through deep tech innovation and create a new era of digital banking.

