



Traxcom Technologies LLC

Requisition No.	2010USMAR-TSC
Advertised Job Posting Title	Technical Sales Consultant
Job Description	<p>Seeking a high-energy sales-support professional with significant relevant sales engineering experience to consult with clients and support Traxcom's Account Executives in selling secure transaction solutions to National/Global merchants.</p> <p>The individual is expected to provide leadership of technical excellence in the sales and delivery of solutions in relation to Secure Transaction Solutions, Mobile, mCommerce, eCommerce, and other forms of payments processing; influence and advise product development in services and strategy; proactively drive sector based technical solutions and capabilities into clients and provide a professional consultancy service.</p> <ul style="list-style-type: none">• Support sales initiatives with advanced technical consultation, program architecture, and development enhancements across the Secure Transaction Solutions product portfolio.• Key contributor to Traxcom Technologies national/global sales force in signing new business as Subject-Matter-Expert resource in devising technical solutions meeting complex client business needs.• Advisor to Proposal Management team on RFI, RFQ, and RFP customer requests. Construct solutions-based responses that highlight Traxcom's value proposition and differentiation.• Participate in special projects that support the Sales staff and their revenue generation goals. These projects may include, but are not limited to: Developing the content for sales-support, supporting marketing campaigns or seminars, and developing, documenting, and revising procedures.• Translate business development, program requirements, and technical information into defined product concepts that are innovative and meet market demands.• Consult with Product Development management team in the planning and execution of Traxcom's product initiatives with proposals of product features, benefits analysis, priority determination, and trade-off assessments.• Consult Product Management, Product Marketing, Finance, and Legal in creation of full suite of deployment and sales documentation inclusive of product launch kits, training presentations, sales presentations, product demonstrations, financial P&L models, ROI tools, contract templates, and Q&A materials. Provide channel support/management as part of the sales division – inclusive of training and education on product portfolio business solutions and positioning of strategic product service offering, and pipeline development and management.• Collaborate with Product Managers in the definition, design, and development of new and enhanced product offerings including requirements, specifications, schedule and deliverables while ensuring initiatives are fully aligned with the product roadmap and sales-readiness.• Must maintain a high level of industry expertise and product technical knowledge necessary to determine customer needs and design supporting solutions. Understand systems and act as advisor to determine what customer requests are within product standards or would require additional development and perform the necessary gap analysis.



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- Liaison between Clients and Traxcom Product Development and IT organizations facilitating development of new product offerings acting as the solution's functional design lead architect. Document and diagram requirements for certain solutions to ensure a smooth transfer/hand-off to post-sale Implementation Project Manager.
- During client contract negotiations, consult Implementation team in the early stages of project assisting them with complex technical client engagements and supervising custom development deliverables. Must work autonomously and with the ability to make business decisions that could impact the sales process, the customer, and Traxcom.

Candidate Requirements

Minimum 4-year college degree. Masters in Business Administration desirable. Must have 5-10 years experience in sales, technical support, implementation, and/or product development with strong consultative and strategic sales support skill sets. Payment processing industry experience is highly desired. Relevant experience gained within a Sales Engineering or Consulting role in Merchant/Financial Services, Telecommunications, or Retail industry sectors highly desired. Record of goal attainment and over-achievement in sales support or consulting is a plus. Familiar with functions of hardware, software, network, and information systems. Proven experience in presentations and demonstrations with strong interpersonal and communication skills with a clear precise attitude and methodical attention to detail. Able to develop processes and procedures, handle multiple priorities, and lead groups. Demonstrated ability to coordinate geographically dispersed internal resources and work in collaborative environment. Possess a proactive approach to work, the flexibility to work with individuals at all levels, and the aptitude to deliver results that ultimately lead to revenue generation. Willingness to travel 25%-50% of the time.

All Possible Work Locations

UNITED STATES-EASTERN REGION
UNITED STATES-WESTERN REGION
UNITED STATES-MIDWESTERN REGION
EMEA REGION
APAC REGION
CALA REGION

Functional Area Sales - Engineering
Worker Type Regular Employee
Full/Part Time? Full-Time
Posting Currency USD