First Data™

Sales Associate

About First Data
First Data is a leading provider of payment solutions for financial institutions and merchants around the world. With over 53 Billion merchant transactions annually (representing $1.4 trillion settled annually), 28+ product categories (hundreds of products), 2 billion online transaction, and nearly 750 Million credit/debit cards on file, First Data powers the payments value chain in over 80 countries across the globe. We are proud of our extensive customer relationships supporting over 7,000 financial institutions and the largest merchant distribution network in the industry with over 1,200 partners servicing merchants large and small.

Our 23,000 employees are industry experts helping businesses simplify payment processing and improve the customer experience with our broad portfolio of solutions, including: Credit and Debit card issuing and acquiring, STAR® PIN-Debit Network, Point of Sale Terminals and deployment services via our subsidiary, TASQ Technology, Gift Card and Loyalty Solutions, TeleCheck® Electronic Check Acceptance Services, MoneyNetwork® Payroll Distribution, eCommerce and online banking solutions, world-class security services like our new TransArmorsm STAR® CertiflashSM Solutions, and more.

Job Description:
First Data is currently looking for motivated Individuals to join our **Sales organization**. You will be part of an elite group of individuals who will function as Sales Associates for First Data's state-of-the-art products and business solutions. As a Sales Associate, general knowledge of First Data products and businesss solutions is critical, as such training resources will be provided. The Sales Associate will work in Global Business Solutions, as an entry-level position and responsibilities will include the following:

- Working with his/her assigned sales team on new or existing client accounts to optimize sales outcomes.
- Conduct pre-sales business needs analysis ("Know your Customer")
- Shadowing an experienced salesperson to learn the ropes
- Preparing sales related client campaigns
- Developing new client leads
- Working on key sales initiatives programs
- Prepare business reviews for presentation
- Sales processes including Salesforce.com.
- Answering client calls

Qualifications & Education Requirements:
- Passion and drive for sales with a Degree in Sales
- Strong interpersonal and written communication skills
- Articulate
- Excellent negotiation skills and presentation skills.
- Executive Presence
- Strong analytical skills
- Exceptional execution skills
- Client focused
- Collaborative team player and able to work independently
- High energy
- Strong proficiency in Microsoft Office applications
- Attention to detail, ability to multi task.

To apply: For more information on this role, please send your resume to erinn.oneill@firstdata.com