



Merchant Services
Part of the FEXCO Group

Channel Sales Manager UK Permanent Full-Time

Location: UK

Reporting to: Head of Channel Sales

Due to significant growth, FEXCO Merchant Services are now seeking applications for the position of Channel Sales Manager (UK) reporting to the Head of Key Customer Management. This challenging role will involve active engagement with large merchants & merchant groups, acquiring banks and partners. For larger sales opportunities you will be expected to engage in the sales process from prospecting, cold calling, presenting & selling DCC right through to contract signing & any handover to the project team. The role presents great potential to the right candidate to further a career in channel sales.

Main Duties & Responsibilities:

- Selling DCC direct to merchant
- Forging strong relationships with our partners
- Managing the UK channel sales team
- Developing a full understanding of all sales propositions being made across our different channels and assisting in the assembly of bespoke sales responses within these channels
- Engaging & Utilising the FEXCO projects team

Competencies:

- Motivated to develop a career in Channel Sales
- Excellent work ethic
- Proven relationship development skills
- Excellent customer management skills
- Understanding of key principles of DCC
- Ability to work in a diverse environment
- Excellent oral and written communication skills
- Computer literate

Please respond, demonstrating how your competencies match the key requirements of this role, by submitting a current CV to lorcoran@fexco.com or to Lorraine Corcoran, FEXCO Group HR, Iveragh Road, Killorglin, Co Kerry. FEXCO is an equal opportunities employer.

