

JOB TITLE: RELATIONSHIP MANAGER
DEPARTMENT: SALES
REPORTS TO: CHIEF REVENUE OFFICER
FLSA STATUS: EXEMPT

Overview

- Maintains/expands relationships with assigned distributors, and represents the entire range of company products/services to achieve revenue growth targets and strategic objectives.
- Responsible for setting sales and support strategies as it relates to assigned distributors that are aligned with geography strategy and achieving sales goals that drive market share, volume and revenue growth
- Collaborates with distributors to identify opportunities and address biller needs
- Leverages internal resources to partner with distributors to deliver industry leading EBPP solutions
- Responsible for sales pipeline management at the distributor level

Responsibilities

- Establish productive relationships with key personnel in assigned distributors to achieve sales and support goals.
- Maintains an strong understanding of the distributor's organization, priorities, business model, target market/industry segmentation and pipeline/revenue goals and maintains supporting documentation
- Maintain a strong understanding of Transactis products/services to assist the reseller and biller to lead solution development efforts that best address end-user needs, involving Transactis resource experts when applicable.
- Works closely with customer service representatives and project managers to expedite biller onboarding and ensure customer satisfaction and problem resolution.
- Proactively lead a joint reseller planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive reseller relationship.
- Deliver clear, concise, proactive communication to our resellers. Manage and maintain all contracts, pricing, SOW's, proposals, roadmap requests and prioritization by revenue, and migration plans. When appropriate, participate in sales activities with reseller organizations to end user.
- Ensures Distributor compliance with distributor agreements.

Experience

- Strong background managing third party distribution relationships, day to day interfaces and contract management
- Comprehensive experience in the selling and delivering electronic bill presentment services.
- Coordinating multi-discipline resources to support delivery of services and solutions
- Worked in a role focused on meeting sales and support objectives.
- General knowledge of the financial and/or banking industry.

To apply, please send resume to careers@transactis.com