

e-Commerce Sales Manager (French market)

Selectiva is looking for a specialist in sales as a Merchant Acquisition Sales Executive you are responsible and accountable for growing Merchant coverage in France. You will be responsible for the full sales cycle – including identifying, developing and owning sales opportunities from first contact through to closing the sale and ensuring that the merchant business is able to fully benefit from Accepting the products in their establishment. This is a sales role where success is measured by the amount of money processed by the establishments you bring on board the network. Success is rewarded through an attractive sales incentive plan and a strong benefits package.

- We need:**
- Native French and High level of English
 - Background experience in e-Commerce acquisitions in French markets
 - Direct Sales experience
 - Ability to think creatively
 - Ability to work as part of a team
 - High level of integrity, willingness to learn and adapt to changes
 - Strong analytical, time management, problem solving and planning skills
 - Ability to communicate in a clear, concise, articulate manner
 - Knowledge in MS Office (Excel, Access and PowerPoint, Salesforce a bonus)
- Functions:**
- Self-prospecting and following up on leads to sign new Merchants for the acceptance of the products in a number of EMEA markets
 - Leverage existing knowledge of the Payments Industry to build effective leads
 - End to end ownership of a lead, from first contact through to closing the sale and ensuring that they are able to fully benefit from Accepting product in their establishment
 - Participate in tactical sales campaigns throughout the year
- Minimum experience:** At least 2-3 years of experience in Sales
- Country:** Spain (Madrid)
- Contract:** Permanent position
- Salary:** 28,000€ fixed + 18.000€ variable (100% target is achieved) If a lower % or higher % of target is achieved, it will be paid accordingly.
Ticket restaurant and health insurance
- Company:** SELECCIÓN SELECTIVA ETT S.L.
Calle Bravo Murillo 377 2ªA – 28020 Madrid www.selectiva.es +34 91 378 83 70
- Contact person:** Roberto Navarro García roberto.navarro@selectiva.es +34 674 36 61 87
- Application:** Send CV or Resume to roberto.navarro@selectiva.es

e-Commerce Sales Manager (Italian market)

Selectiva is looking for a specialist in sales as a Merchant Acquisition Sales Executive you are responsible and accountable for growing Merchant coverage in Italy. You will be responsible for the full sales cycle – including identifying, developing and owning sales opportunities from first contact through to closing the sale and ensuring that the merchant business is able to fully benefit from Accepting the products in their establishment. This is a sales role where success is measured by the amount of money processed by the establishments you bring on board the network. Success is rewarded through an attractive sales incentive plan and a strong benefits package.

- We need:**
- Native level Italian
 - **High level of English**
 - Background experience in e-Commerce acquisitions in European markets
 - Direct Sales experience
 - Ability to think creatively
 - Ability to work as part of a team
 - High level of integrity, willingness to learn and adapt to changes
 - Strong analytical, time management, problem solving and planning skills
 - Ability to communicate in a clear, concise, articulate manner
 - Knowledge in MS Office (Excel, Access and PowerPoint, Salesforce a bonus)
- Functions:**
- Self-prospecting and following up on leads to sign new Merchants for the acceptance of the products in a number of Italian markets
 - Leverage existing knowledge of the Payments Industry to build effective leads
 - End to end ownership of a lead, from first contact through to closing the sale and ensuring that they are able to fully benefit from Accepting product in their establishment
 - Participate in tactical sales campaigns throughout the year
- Minimum experience:** At least 2-3 years of experience in Sales
- Country:** Spain (Madrid)
- Contract:** Permanent position
- Salary:** 28,000€ fixed + 18,000€ variable (100% target is achieved) If a lower % or higher % of target is achieved, it will be paid accordingly.
- Ticket restaurant and health insurance
- Company:** SELECCIÓN SELECTIVA ETT S.L.
- Calle Bravo Murillo 377 2ªA – 28020 Madrid www.selectiva.es +34 91 378 83 70
- Contact person:** Roberto Navarro García roberto.navarro@selectiva.es +34 674 36 61 87
- Application:** Send CV or Resume to roberto.navarro@selectiva.es

e-Commerce Sales Manager (EMEA) – 6 vacants

Selectiva is looking for a specialist in sales as a Merchant Acquisition Sales Executive you are responsible and accountable for growing Merchant coverage in EMEA. You will be responsible for the full sales cycle – including identifying, developing and owning sales opportunities from first contact through to closing the sale and ensuring that the merchant business is able to fully benefit from Accepting the products in their establishment. This is a sales role where success is measured by the amount of money processed by the establishments you bring on board the network. Success is rewarded through an attractive sales incentive plan and a strong benefits package.

- We need:**
- Native level English written and spoken
 - Background experience in e-Commerce acquisitions in European markets
 - Direct Sales experience
 - Ability to think creatively
 - Ability to work as part of a team
 - High level of integrity, willingness to learn and adapt to changes
 - Strong analytical, time management, problem solving and planning skills
 - Ability to communicate in a clear, concise, articulate manner
 - Knowledge in MS Office (Excel, Access and PowerPoint, Salesforce a bonus)

- Functions:**
- Self-prospecting and following up on leads to sign new Merchants for the acceptance of the products in a number of EMEA markets
 - Leverage existing knowledge of the Payments Industry to build effective leads
 - End to end ownership of a lead, from first contact through to closing the sale and ensuring that they are able to fully benefit from Accepting product in their establishment
 - Participate in tactical sales campaigns throughout the year

Minimum experience: At least 2-3 years of experience in Sales

Country: Spain (Madrid)

Contract: Permanent position

Salary: 28,000€ fixed + 18.000€ variable (100% target is achieved) If a lower % or higher % of target is achieved, it will be paid accordingly.

Ticket restaurant and health insurance

Company: SELECCIÓN SELECTIVA ETT S.L.

Calle Bravo Murillo 377 2ªA – 28020 Madrid www.selectiva.es +34 91 378 83 70

Contact person: Roberto Navarro García roberto.navarro@selectiva.es +34 674 36 61 87

Application: Send CV or Resume to roberto.navarro@selectiva.es