

**Partnership Sales Specialist
(Outbound)**



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jun 13, 2024

Published : May 13, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Partnership Sales Specialists at Helcim engage with banks, professional associations, accountants, enterprise clients and software platforms, and other companies that interact with small businesses to foster partnerships to integrate Helcim's payment solutions. We seek individuals who possess a natural flair for sales, an in-depth knowledge of business needs, a passion for fintech, and a knack for negotiation.

In this role, you will lead the complete sales cycle, forging alliances with organizations while championing the Helcim brand. Success is gauged by building relationships and actively nurturing your pipeline, achieved through diligent management of key metrics including cold-calls, emails, and field appointments.

This is a great opportunity to join a fast moving company with a great product and customer focused vision you can believe in. You will ensure our company remains true to our mission of being the most loved payments company through every interaction you have, while building and driving a world class sales culture.

What you'll do:

- Utilize prospecting skills and existing relationships to cultivate partnerships in your designated region.
- Conduct contract negotiations to establish robust, mutually beneficial relationships, ensuring sustainable economics for both parties.
- Effectively articulate the value proposition of Helcim and its latest offerings to prospects.
- Consistently exceed targets through proactive sales efforts.
- Collaborate with other internal teams to seamlessly onboard merchants.
- Contribute to the identification and implementation of best practices.
- Cultivate enduring relationships with key partners within your region.
- Serve as an ambassador for Helcim's mission, brand, and suite of products.
- Maintain regular communication channels with prospects via email, phone, and face-to-face meetings.

Your qualifications

- Minimum of 1 year of experience in sales, operations, account management, or related fields.
- Demonstrated experience in proposal writing, business development, or partnership management.
- Willingness to dive into the intricacies of partnerships.
- Strong organizational skills and attention to detail, with the ability to manage multiple projects simultaneously.
- Excellent communication and interpersonal skills, with the ability to collaborate effectively with cross-functional teams.
- Strategic thinking and analytical skills, with the ability to translate complex ideas into clear and compelling proposals.
- Proficiency in productivity tools such as Google Workspace, and project management software such as Asana.

Why Helcim?

Helcim is a payments company that gives small and medium sized businesses a better way to accept debit and credit cards. Thousands of merchants across Canada and the US choose Helcim for their payment needs because of our excellent customer service and innovative software solutions. We won the Canada's Most Admired Award for Corporate Culture in 2021, ranked number 91 on the Globe and Mail's 2019 list of Canada's Top 400 Growing Companies, and we have big plans to redefine the payments industry. To accomplish this, we need a talented team of people who are passionate about working in fintech. Learn more about working at Helcim in our culture book [The Way of the Helcim](#).

At Helcim we build teams of engaged, caring and intelligent people. In return we provide an environment where you'll be excited to come to work each day and tackle challenges with your colleagues. As part of our team you'll receive amazing benefits including a competitive salary, paid health benefits, stock options and generous vacation time. You'll also enjoy company provided snacks and team lunches to keep yourself fueled and the opportunity to recharge and connect with your team members at company social events.

We invest a lot of time and energy imagining and creating a company and culture that encourages discussion, the exchange of ideas, and the execution of amazing products and services. We're friendly and collaborative, working together to achieve big goals. If you want to join our team and feel you can contribute to the growth and success of our company - we want to hear from you!

Join Our Team:

If you would like to be considered for this position, please submit your Resume and Cover Letter through the "Apply for this Job" button. Please address your Cover Letter to Helcim People & Culture.

Candidates must be eligible to work in Canada and be located in Calgary for this position. Helcim uses a hybrid work structure where team members can work 3 days in the Calgary office (Monday/Wednesday/Friday) and 2 days (Tuesday/Thursday) at home.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
