

Sales Manager

Role:

As part of our growth plan, we look for a talented and self-motivated Sales Manager to join our team in Paris, and develop the Business in Europe.

As part of a young and dynamic multi-cultural team, you will drive sales and business development efforts for existing and new accounts to take the company to the next level in the FinTech industry.

You have high energy and go-getter attitude. You are comfortable working autonomously, but you are also a team player, both hunter and farmer.

What you will do:

- Build and develop excellent relationships with some of our largest clients to contribute to their success and secure their adoption of our new products.
- Drive growth of YouTransactor across Acquirers, PSP and Integrators
- Work closely with the YouTransactor technical team to discuss the development and delivery of our solutions.
- Develop excellent knowledge of the payment technology space, and specifically of our products and services.
- Provide consultancy-like advice on disruptive payment technologies.

What we look for

- A proven track record in Sales negotiation, closing skills, and account management.
- A passion and curiosity for payment technologies and services is **** required ****.
- A born networker, able to connect at all levels of an organization.
- A Strategic thinker and aptitude to identify and lead opportunities.
- Outstanding presentation and negotiation skills and ability to interface and influence at the most senior levels.
- A strong communicator and team player with strong technical knowledge.
- You are entrepreneur minded and proactively propose solutions.
- You have an MBA, Masters in Finance or a technical field.
- You have a between 5 - 8 years experience in an account management / sales management role or complex enterprise software, technical infrastructure or payment services role
- Experience in the payments industry from the merchant side is a definite plus.
- Must be fluent in French and English.
- Ability to travel in Europe

Why YouTransactor

- Convenient location in Paris
- Be part of the dream team that will revolutionizing digital payment in retail
- Great opportunity to have an impact, irrespective of your job description.

Apply now

If you are keen on taking up the challenge and disrupt the payment industry with us, we'd love to hear from you!

YouTransactor is an Equal Employment Opportunity employer that proudly pursues and hires a diverse workforce. YouTransactor does not make hiring or employment decisions on the basis of race,

color, religion or religious belief, ethnic or national origin, nationality, sex, gender, gender identity, sexual orientation, disability, age or any other basis protected by applicable laws or prohibited by Company policy. YouTransactor also strives for a healthy and safe workplace and strictly prohibits harassment of any kind.

About us

YouTransactor is leading FinTech in Mobile Payment Solutions (mPOS), backed up by VC BlackFin Capital Partners. We design, develop and integrate mobile payment terminals and services for merchants in retail, delivery, transportation and public sector. With over 1 million payment terminals in the world, we work with some of the biggest players in Payment industry to change the purchasing experience for small and medium merchants by bringing them the most innovative solutions. Our clients are Banks, Governments, Merchant Service Providers in France, USA, Brazil, UK, Belgium, Sweden, India just to name a few.

Visit our website for more information: www.youtransactor.com

Seniority Level

Mid-Senior level

Employment Type

Full-time

Industry

Information Technology & Services
Financial Services

Job Functions

Sales, Business Development,
Consulting

SKILLS

Negotiation
International Sales
FinTech
Account Management
Sales

Business Development
Business Networking
European Languages
Payment Services
Payment Industry

Level of education

Master's Degree

How to apply

Send your CV and cover letter to careers@youtransactor.com.