

E-Receivables Consultant 3

Locations: *Plymouth Meeting, PA; Summit, NJ; Princeton, NJ; Haddon Township, NJ; Baltimore, MD; Washington, DC; Charlotte, NC; Atlanta, GA; Tampa, FL*

Job Opening ID #5483229

Expiration date: 05/28/2019

The **Payments, Virtual Solutions, and Innovation (PVSI)** team includes Operations, Consumer Credit Card, Retail Services, Consumer Deposits, the Innovation Group, Treasury Management, Merchant Services and Wells Fargo Virtual Channels and the professional services teams that partner with these businesses. PVSI's focus is on delivering the next generation of payments and deposit capabilities and advancing our digital and online offerings to design new customer experiences and products. Our guiding principles are to start with the customer, move faster, and partner effectively.

Senior strategic sales position responsible for new business development of electronic receivables solutions to large corporate and specialized industry customers in the retail, restaurant and commercial real estate verticals. This position is responsible for meeting sales goals through consultative selling, leading the entire sales process from start to finish, cultivate strong bank partnerships to provide subject matter expertise and to promote and build Treasury Management brand awareness. Responsible for executing business initiatives to achieve market penetration. Demonstrate leadership through participation in product enhancements and identifying business process change/improvement opportunities. Delivers key messages to complex and broad audiences including to senior management and at industry conferences. Actively shares knowledge and market experience with peers, and may be responsible for mentoring or partnering with less experienced sales consultants.

Required Qualifications

8+ years of experience in one or a combination of the following: sales, business development, treasury management or merchant services

Desired Qualifications

- Strong analytical skills with high attention to detail and accuracy
- Solid problem solving and decision making skills
- Skilled at leading contract negotiations
- Experience working with large and diverse companies with \$100+MM in revenue or budgets
- An active Certified Treasury Professional (CTP) designation
- Certified Payment Professional (CPP)
- Experience in B2B Merchant Services sales or account management
- Experience in the Retail, Restaurant, Hospitality or Commercial Real Estate verticals
- Payments experience - handling payments/merchant services for a company or sales/account management for a merchant processor

Job Expectations

Ability to travel up to 40% of the time

Relevant military experience is considered for veterans and transitioning service men and women.

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