

## Payment Consultant Job Vacancy

### Position:

Payment Solutions Consultant reporting to Sales Manager to identify, develop and close opportunities for our range of LCG Payments solutions. You will have 2 years + experience in the payments industry, especially in terms of Merchant Services, Chip & Pin terminals, and E-Commerce MID's.

You will focus on the converting of our existing EPOS client base to use our LCG Payments solutions. You will also use your knowledge and contacts to develop new MID accounts opportunities and also generate potential EPOS opportunities for the EPOS sales department.

### Responsibilities:

- Gain a knowledge of the LCG Payments and EPOS product portfolio with an emphasis on payment solutions, but also gain knowledge of the EPOS products we supply that our payments solutions integrate with.
- Maintain an awareness of payment industry trends and innovations, especially on around Merchant Services and Chip & PIN Terminals
- Identify new payment related sales opportunities within our existing customer base and our new business prospects
- Assist the sales and marketing teams in all communications (campaigns, events, meetings, demos etc) in relation to our merchant service and terminal offerings
- Communicate directly with our customers financial teams to explain our solutions in detailed financial terms and language
- Demonstrate our software solutions and associated products in person or virtually
- Provide support to our Customer Service team with any post-sales issues or questions relating to merchant services or PED's
- Help our customers complete any documentation required for onboarding application and implementing any of our payment solutions, liaising with our Project Teams and suppliers
- Add and maintain financial contacts at our customer organisations within our Sales Force CRM system
- Report on a weekly, monthly and quarterly basis to the Sales Manager
- Provide excellent customer services to clients over the phone, internet or in person
- Attend training to develop relevant knowledge, techniques and skills
- Establish and maintain strategic relationships, alliances and networks within industry (or any other vertical market) as well as with other key stakeholders to generate sales leads
- Create, maintain and execute a clear sales plan for daily, weekly, monthly and quarterly activity
- Meet and exceed all revenue targets set for our payments division.

## Required skills and experience:

- 2 years + Proven experience of software solutions within the payments sector
- In depth knowledge of: Chip & PIN Terminals, Merchant Services, Acquiring
- Proven sales and problem-solving skills
- Excellent organisational skills
- High level of customer focus
- High degree of initiative and self-motivation to work autonomously producing highly accurate work or as part of a team
- Excellent written, verbal and presentation communications skills
- Good understanding of technology and how it is applied in business
- A good degree of computer literacy and technical competency
- Strong presenting skills delivering presentations to senior financial executives.
- Results driven with the credibility to influence at all levels and the ability to think outside the box to identify potential opportunities.
- Knowledge of Salesforce advantageous.

## Your personal characteristics will include:

- Will have a tenacious, optimistic, “can do”, solutions-driven approach that is both pragmatic and commercially viable.
- Excellent team player, with strong demonstrable evidence of influencing and negotiating skills as well as the ability to forge strong internal and external working relationships.
- Outstanding written and verbal communication skills
- Strong organisational and time management skills
- High degree of self-motivation
- Energy and enthusiasm
- Honesty and integrity
- Strong customer service mindset
- Professionalism and persistence with ability to overcome obstacles and setbacks.

**To apply for this role, or to find out more information, please email:  
[rich.v@langleycompassgroup.co.uk](mailto:rich.v@langleycompassgroup.co.uk)**

**Alternatively, please [upload your CV on to our website](#) and we will get back to you.**