



We're Hiring!

Date: October 2020

Job Description: Business Advisor

Reports To: VP, Business Development

We are looking for a motivated and energetic Business Advisor to join our Business Development team. You will be responsible for generating new business and communicating the value of NOWaccount to growing businesses across the country. The successful candidate will have demonstrated experience in meeting aggressive growth goals and in proactively uncovering sales opportunities. This is a great opportunity to work closely with a founder and executive team and grow your career with us.

RESPONSIBILITIES

- Use a variety of lead generation tools, phone, email, LinkedIn and connections to market the company's products and services
- Uniquely articulate NOWaccount's value proposition to decision makers to assess buying interest and best qualify and break into key target clients
- Hunt for new leads, identify key players within accounts, and develop on-going sales strategies
- Conduct high-level conversations with accounts from champion to decision makers, to senior level executives and C-Level
- Diligently handle incoming calls -- understand the prospects' needs, overcome objections, handle rejection in stride and ultimately close the sale
- Guide prospects from application through the funding process

REQUIREMENTS

- An individual with high-energy and focus to achieve top results and win new clients
- Ability to understand financial concepts and relay the value of our B2B/G payment solution to a new client
- Pro-active and goal oriented with the ability to thrive in a fast-paced environment and the motivation to develop your career
- Willing to put in the work with cold calls, emails, campaigns, events etc. to source potential clients
- Exceptional interpersonal skills – can communicate fluidly both externally and internally
- Tremendous follow through, organization and attention to detail

Job Type: Full-time

Pay: \$40,000.00 - \$60,000.00 per year

Supplemental Pay:

- Sales Commission
- Sales Bonus Plan

Benefits:

- Health Insurance
- Paid Time Off

Schedule: Monday to Friday

Desired Experience:

- Financial Services: 1 year (Preferred)
- Inside Sales: 3 years (Required)

Company's Website: www.NOWCorp.com

COVID-19 Considerations: We are looking for people to join our team remotely from a home office in Atlanta, GA. We are currently planning to return to an office space in 2021.