



# Be Brilliant. Be Ambitious. Be First.

## Be the **Future** of Global Commerce

→ **BE INNOVATIVE**

Develop secure solutions that help shape the future of the global economy.

→ **BE MEANINGFUL**

Make a difference, not just as an employee, but as one of our invested Owner-Associates.

→ **BE INFLUENTIAL**

Partner with merchants, financial institutions, and their customers all over the world.

## Business Sales Consultant Opportunities

Are you passionate about new technology? Are you looking to build real-world experience practicing the skills you've learned in the classroom?

### Who are you?

- Recent graduate with a sales or marketing degree and a passion for sales
- 3.3+ GPA preferred
- Strong organizational skills, including the ability to manage multiple priorities
- Excellent negotiation, communication, and presentation skills
- Collaborative team player able to work independently
- Creative, resourceful, ambitious, professional, outgoing, and hardworking
- Strong proficiency in Microsoft® Office applications

### What benefits do we offer:

- Salary plus commissions
- Equity ownership opportunities
- Medical, dental, and vision insurance
- Life, disability, critical accident and critical illness insurance
- 401(k), health spending and health savings accounts
- Tuition reimbursement programs
- Employee recognition programs and much more!

### How to Apply

1. Go to [firstdata.jobs.net](http://firstdata.jobs.net)
2. Click on Advanced Search, enter position

**180000CB**

and apply directly to that position.

3. Find us online at [f](#) [t](#) [in](#) [v](#)

[FirstData.com](http://FirstData.com)

# Be Brilliant. Be Ambitious. Be First.

First Data is a global leader in commerce-enabling technology solutions, serving more than six million business locations and 4,000 financial institutions in 118 countries around the world. Our 23,000 owner-associates are dedicated to helping companies, from start-ups to the world's largest corporations, conduct commerce every day by securing and processing more than 2,300 transactions per second and \$1.9 trillion per year.

As a recognized leader in helping small and medium sized (SMB) businesses grow through state of the art solutions, First Data is seeking energetic, tech-savvy, results driven sales professionals for a field-based Business Consultant position on our merchant services sales team. This position will provide you with the opportunity to connect and support the engine of America's economy, the small business owner. Utilizing a solution-based, consultative selling approach to identify the client's needs, you'll sell the full suite of First Data solutions including: point of sale products (Clover), loyalty and gift card solutions, Data Analytics, Security & Compliance, EMV compatibility, credit and debit services, and many other cloud-based business solution applications.

Become a part of an exciting, fast-paced and growing team of sales professionals with an opportunity to build your career in payments technology. We are a global firm that is transforming the way we all think about payments and business solutions. Join the First Data team, and be a part of the payments technology evolution.

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## SMB BUSINESS SALES CONSULTANT

As a new Business Consultant, you will be provided with thorough training on our products, services, and sales methodology. Additionally, we offer our sales teams continual training and operational support to ensure that you are well versed on our business solutions and product suite to assist you in maximizing your success.

### We are currently hiring Business Consultants for the following markets:

- Atlanta
- Boston
- Charlotte
- Chicago
- Cleveland
- Dallas
- Denver
- Detroit
- Houston
- Los Angeles
- Miami
- New York City
- Orlando
- Richmond
- San Francisco
- Seattle

### Job Specific Responsibilities

- Generate new merchant sales through a consultative solution approach.
- Build customer confidence in your ability to successfully solve their business needs with the right products and services in a prompt and professional manner.
- Listen, identify, and qualify sales opportunities to up-sell additional products and services.
- Self-source leads in a business to business environment, which may also be complemented by First Data referral partners.
- Retain clients by building relationships and growing portfolios through relationship management and cross consulting.
- Remain knowledgeable and up-to-date on changes and developments in e-commerce, the payments industry, and the overall business environment to ensure your sales success.

## Preferred Qualifications

- Recent graduate with a Sales, Marketing, Business, Management Information Systems, or other related degree and an affinity for sales
- Less than 3 years of sales experience
- Passionate about technology
- Innovative mindset and naturally curious
- Commitment to learning and professional demeanor
- Strong proficiency in Microsoft Office applications
- Competitive GPA

## Additionally, we seek:

- High levels of energy and engagement
- Collaborative team player with an ability to work independently
- Driven to succeed, competitive, wants to win
- Strong analytical and interpersonal skills with an ability to negotiate
- Proven organizational skills, including an ability to manage multiple priorities
- Communicates in an articulate and concise manner (verbal & written) with relentless follow up
- Intense listener

## This position offers a tiered compensation structure, which includes:

- Competitive base salary
- Multi-year residuals
- Commissions
- New Hire commission program
- Annual achievement bonuses
- Benefits, including medical, dental, vision, 401k, and more...
- Recognitions awards
- Expense reimbursement

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As a member of our Regional Sales force, you will always represent the First Data values of embodying the highest ethical standards and treating others with dignity, respect, and genuine concern.

To learn more about our Business Sales Consultant roles, search for “Day in the Life of a Business Consultant at First Data” on YouTube.

*First Data is an Affirmative Action – Equal Opportunity Employer (Minorities/Females/Vets/Disabled/LGBT)*

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# First Data®

Commerce for a Connected World.™

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