

Senior Relationship Manager, Business Development and Sales

First Atlantic Commerce Limited (FAC) has earned a reputation for integrity, stability and service. We are a Bermuda-based eCommerce solutions provider dedicated to supplying businesses and banks with payment and risk management solutions designed to facilitate online transaction processing. First Atlantic Commerce facilitates solutions for businesses in the Caribbean, Central America and Europe. We currently invite applications for the position of Senior Relationship Manager, Business Development and Sales.

Responsibilities Include:

- Achieving revenue targets, business development, sales and quality objectives in support of diversifying FAC's merchant portfolio
- Managing and ensuring accuracy of information contained in all FAC pipeline and general tracking spreadsheets
- Managing a portfolio of clients; improving relationships and pro-actively cross-selling products and services
- Coordinating and leading weekly conference calls with FAC's various active referral partners and ensuring momentum is maintained and solutions are positioned correctly to drive net new business leads
- Working with others on the business development team to ensure that the team is driving, delivering and closing leads
- Working with the CEO and SVP, Business Development & Marketing to ensure merchant application packs are delivered in a timely and accurate manner
- Collaborating with FAC Marketing to properly position various products & solutions and in turn presenting these solutions to clients in person and/or via conference call to prospective leads, partners and banks
- Working with FAC's active referral partners on delivering tactical sales campaigns to assist them with positioning FAC solutions to new industry verticals
- Maintaining and pro-actively developing ongoing relationships with FAC's key clients ensuring that they are satisfied with the support they are receiving and that they are aware of, and understand the benefit of, any new FAC solution
- Identifying new market opportunities that will assist FAC in achieving its financial and strategic goals
- Assisting as necessary with training of new business development and marketing staff
- Professional representation at client meetings and conferences
- Providing direction and assistance to support staff in regards to client integrations and ongoing customer support
- Assisting the VP of Marketing with the preparation and delivery of appropriate company and industry collateral

Candidates must possess the following:

- University Degree in business administration or related subject
- 5 years' post-graduation experience in marketing
- 3+ years' working in the ecommerce payment gateway industry
- 3+ years' experience in working directly with International ecommerce acquiring banks
- Strong negotiation, organization and analytical skills
- Experience with closing strategic deals and maintaining relationships with an international client base
- Ability to deliver end-to-end tactical sales campaigns
- Strong sales presentation, interpersonal and customer service skills, with an emphasis on closing business contracts to meet annual targets
- Ability to develop positive relationships and interact with clients mostly by telephone and email
- Ability to travel on short notice
- Proficient in Microsoft Office Suite

Please submit a detailed cover letter and résumé no later than September 9th, 2011 to:

Human Resources Department
P.O Box 1194, Hamilton, HM EX Bermuda
Email: hr@fac.bm

We sincerely thank all applicants for their interest. Only those candidates under consideration will be contacted.

First Atlantic Commerce is an equal opportunity employer.