

# Max Impact Solutions

Connecting People, Passion and Profits.



## ACCOUNT EXECUTIVE—PAYROLL CASH CARD

Cashing In on Payroll Debit Cards;

The Opportunity:

Instead of issuing a check or cash, Corporations and businesses can now deposit wages into an account tied to a payroll debit card. The cards can be used at an ATM to withdraw cash or pay for purchases at any merchant that accepts the card brand. The card can also be used to pay bills either online or in person.

*The opportunity for payroll cards to make an impact in the card market is enormous. This is where you come in~*

Payroll card programs are ideal for the underbanked. These consumers are defined as having no banking relationship and do not maintain checking accounts, or are consumers who maintain checking accounts but prefer not to use them to receive their pay. The latest estimates show that there are more than **40 million households** that are either without a bank account or have a limited bank account. This is opposed to half of users of payroll card accounts currently have bank accounts. These consumers use their payroll debit card accounts for savings or alternative spending such as travel expenses, reimbursement expenses and sending cash to family members. These demographics show that any type of household is eligible for a payroll debit card.

**Our ultimate goal:** give every corporation and business the opportunity to get their payroll 100% paperless through a payroll debit card. Does not compete against Direct Deposit and supplements any businesses efforts on having a paperless payroll.

**Purpose:** The Account Executive role is to drive top line revenue with Fortune 10,000 companies, plus companies that are in the MLM, Network Marketing, Direct Sales, hire 1099 workers, temporary staffing agencies and company hiring any Independent Contractors. Your role will be developing an active prospect pipeline. This role is ultimately accountable for client success by attaining the client's business objectives through our strategic partnership with a International leader in Paycards. The Account Executive is actively engaged with a prospect in order to qualify them as a potential client, and is responsible for closing sales opportunities that are either self-created or obtained via inbound inquiries. This role provides superior business development skills and responding to clients/prospects in a timely manner.

## RESPONSIBILITIES

- \* Partners with all lines of business.
- \*Maintains accurate client records through CRM software.
- \*Developing client relationships and business overviews and demonstrations:
  - 10% of outgoing calls based on prospects responding to incoming requests.
  - 80% are basic cold calls (researched) with no obvious compelling event.
- \*Account Executive creates the compelling event.
  - 10% are warm leads following a compelling event.
- \*Drives product sales, awareness, and activity with the prospect/client through email campaigns/phone calls/letters around specific products or time-limited offers.
- \*Properly qualifies and provides large opportunities to Executive Team.
- \*Leverages our Partnerships brand and Max Impact Solutions sales system by understanding how to effectively utilize our Partners resources to open and close business.
- \*Maintains proper time management (critical to keep all activities on track).
- \*Constantly gathers relevant information/intelligence on prospects/clients.
- \*Understands and is able to deliver the value proposition in less than 30 seconds.
- \*Demonstrates a mastery of our Partner products and services.
- \*Recognizes where the deal is in the sales cycle.
- \*Maintains constant contact with Executive team.



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Denver, CO 80241

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### COMPENSATION

- \*Commission Only. Residual income base. Our top earners are making \$10,000 K plus residual income per month.
- \* Training is provided
- \* Extensive training and support (Webinar training, lead generation training, marketing materials, etc)
- \* Rapid advancement and leadership opportunities available

### EDUCATION

Bachelors Degree preferred. Not required.

### QUALIFICATION

- \* Bachelor's Degree or equivalent experience
- \* 2+ years of sales preferred but will train the right person
- \* Excellent oral, written, and communication skills
- \* Excellent organizational skills
- \* Proficient in Microsoft Excel and Word, Outlook and CRM Management.
- \* Professional Appearance and Attitude
- \* Strong work ethic

### REQUIREMENTS

- \*Ability to work the phone. **MUST BE AGGRESSIVE**
- \*2 - 4 years of sales experience in the technology or financial industry
- \*Proven track record for meeting and exceeding assigned annual quota.
- \*Possess current book of business in your metro demographic to accelerate your success.
- \*Proficient in basic business concepts.
- \*Microsoft Office / CRM experience (including SEO functionality).
- \*Understanding of Viral Marketing, Internet Marketing, PPC, Google Ads, Affiliate marketing in order to maximize branding efforts and expansion.
- \*Motivated/self starter with strong organizational skills, detailed oriented.
- \*Excellent written and verbal communication skills.
- \*Team player with strong interpersonal /communication skills.
- \*Should possess experience using Hoovers, OneSource, and other on-line research tools.
- \*MUST be money motivated, team player, self-starter
- \* You must be willing to work from home, part time or full time



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