

MEMO Financial Services, Inc (MEMO) a leading money services business located in Camp Hill, Pennsylvania is seeking a talented and experienced National Sales Manager with experience in the money services industry with an emphasis on digital and electronic payment transactions. MEMO is a licensed money transmitter offering alternative financial services to consumers through over 3,400 retailers in 25 states, with significant national expansion opportunities.

Summary Job Description:

Job Title: NATIONAL SALES MANAGER

Position Purpose:

Manage all sales activities, build sales volume consistent with business goals and objectives, contact prospective business, support and maintain existing agent base for MEMO Financial Services, Inc., and all business subsidiaries. The National Sales Manager manages and supervises the Regional Sales Representatives and any ISOs and is responsible for all sales activity nationally and within the assigned territory. Establish and maintain close cooperation and collaboration with various endorsement partners, members of the management team and the Sales and Marketing employees.

Organization Role:

Position falls under the management and direct supervision of the President & CEO. Manage the Sales Department with supervisory responsibilities for all Regional Sales Representatives, ISOs and other third-party business vendors.

Job Scope:

Major areas of responsibility are management, sales and marketing, new product implementation, with an emphasis on money services, digital and electronic payment products. The National Sales Manager is responsible for building the business sales volume by managing the efforts of the Regional Sales Representatives and ISOs, coordinating MEMO's national sales effort. Collaboration with the President & CEO and the Marketing and Product Development Manager to expand the business and implement the Sales and Marketing Plan, utilizing successful marketing tools and strategies that promote current and future MEMO products and services.

Essential Qualifications and Competencies:

1. Bachelor's degree in marketing or a related business field required.
2. Minimum five (5) years of sales experience in a B2B and B2C environment.
3. Minimum three (3) years supervisory/management experience.
4. Proven track record in sales and new client development.
5. Demonstrated communication skills and in-depth analytical capability.
6. Ability to multi-task/prioritize projects and assignments, work independently, remotely and meet deadlines.
7. PC, tablet and smartphone technology literate with proficiency in various Windows based software applications.
8. A valid driver's license and access to a properly registered, inspected and insured vehicle.

Physical Requirements:

Capable of sitting or standing for extended periods of time with ability to operate a motor vehicle. Travel is generally by car and/or airplane and required to successfully accomplish the job requirements. Some lifting of equipment and supplies, generally not over 50 lbs, is required.

This position reports to the President & CEO. If interested in applying, please submit a cover letter and resume to: Sales Position – tbutler@memoco.com