

MEMO Financial Services, Inc (MEMO) a leading money services business located in Camp Hill, Pennsylvania is seeking a talented and experienced Regional Sales Representative 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: Regional Sales Representative

Position Purpose:

Manage the sales activities of MEMO Financial Services, Inc products and services, within the assigned sales territory (currently includes the following states – OH, IN, KY, PA, WV).

Organization Role:

Position falls under the management and direct supervision of the National Sales Director, who reports directly to the President & CEO.

Job Scope:

Major areas of responsibility are account management, sales and marketing, new product implementation, with an emphasis on money services, digital and electronic payment products. The Regional Sales Representative is responsible for developing accounts through effective sales techniques and area coverage consistent with the Sales and Marketing Plan to accomplish business goals and objectives. This position is responsible for selling products and services to prospective retailers; obtain agency applications; contracts and related documents; prepare and submit daily and weekly visitation reports through CRM; review territory sales activity statistics, in addition to other projects and assignments.

Essential Qualifications and Competencies:

1. Bachelor's degree in marketing or a related business field preferred.
2. Minimum three (3) years of sales experience in a B2B and B2C environment.
3. Proven track record in sales and new client development.
4. Demonstrated communication skills and in-depth analytical capability.
5. Ability to multi-task/prioritize projects and assignments, work independently, remotely and meet deadlines.
6. PC, tablet and smartphone technology literate with proficiency in various Windows based software applications and CRM.
7. 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 National Sales Director. If interested in applying, please submit a cover letter and resume to: Sales Rep Position – tmorrison@memoco.com