



## **POSITION: FIELD TRAINER**

### **GENERAL POSITION DESCRIPTION:**

Train and Support Merchants and manage relationships in key markets with existing merchants to increase transaction count and PreCash product distribution.

### **MAJOR RESPONSIBILITIES:**

1. Build and maintain merchant relationships
2. Visit new and existing merchant locations to ensure accounts are properly set up and functional
3. Conduct face to face training with clerks and merchants on all PreCash products and account procedures
4. Investigate and resolve merchant problems
5. Ensure issues are forwarded promptly to appropriate support team members for timely resolution
6. Meet assigned training & implementation quotas
7. Log merchant data, visit info and other sales data into sales database
8. Assess technical and business objectives of merchants
9. Sell add on products and services and to existing merchants
10. Cultivate referrals from existing merchants

### **REQUIRED QUALIFICATIONS:**

- High School Diploma or equivalent with 1-year plus sales, training or Support experience
- Able to work independently
- Strong verbal and written communication skills
- Strong Problem solving and troubleshooting ability
- Strong Account development experience and customer focus
- Experienced computer user
- Able to manage broad area
- Licensed driver
- Travel up to 50%

### **ADDITIONAL DESIRED QUALIFICATIONS:**

- Previous Training or Support experience
- Previous Wireless Sales experience
- Previous payments or financial products sales experience
- Previous experience with lead and sales tracking databases
- College Degree

Are you looking for the right company? We're looking for the right person...

**PreCash** is one of the fastest growing companies in Houston, processing in excess of \$1 billion transactions annually through its 30,000 retailers. Having built the industry's leading payment network that is fast, accurate and bulletproof, **PreCash has been recognized in top 50 of Inc. Magazine and Deloitte Technology "500 Lists", and is a 3 time Houston Business Journal "Top 50 Fastest Growing Technology Companies"**.

Founded in 1998, PreCash offers an innovative suite of electronic payments products and services to our nationwide partners in telecommunications, retail and financial services industries, with the vision of providing payment options and opportunities not served by the traditional credit and debit card models.

PreCash has an immediate openings for outstanding Field Trainers serving qualified retailers. With a great working environment, challenging business objectives, competitive compensation, 401K and great benefits package, PreCash is one of the best companies to work for in Houston.

If you are looking for a fulfilling opportunity with a growing company, we invite you to explore PreCash.