

The Payment House is looking for ***THE*** one to bring our Sales & Marketing activities to the next level - making sure we outshine others in all areas!

The Payment House is in the process of transitioning from a development based to a sales & delivery driven organisation. After four years of product development, our products and services are being deployed – and we need YOU to take charge of structuring and establishing a strong, competent and focused sales & marketing team!

Sales & Marketing Manager

If this is YOU,

- Closing deals and meeting new people daily is why you get up in the morning,
- A natural leader with characteristics your colleagues strive to copy,
- An amazing juggler – nothing is too much to handle,
- Structure is your middle name - making you the perfect air traffic controller,
- An inspiration for others, making them smile even on a dark and gloomy day,

then welcome to The Payment House!

Main purpose of the role:

Manage, build, structure, develop and expand the sales department in The Payment House.
Establishing and implementing a marketing strategy across the organisation.

Key accountabilities and duties

- Set up procedures for building solid sales pipelines in all regions
- Establish and implement a solid structure and methodology for selling
- Motivating and advising employees to improve their performance, as well as hiring and training new sales representatives.
- Achieve all objectives through effective planning, setting sales goals, analysing data on past performance, and projecting future performance.
- Ensure that the sales department works across the organisation and functions well together with the development teams.
- Collaborate with marketing to generate new lead sources and expand the target customer base as well as with product and development teams to make sure customer needs are met.
- Capability to unite a team under a shared vision and know what motivates each member.

Knowledge and expertise

- Proven experience and success within sales in a customer service environment
- Proven ability to manage time critical and deadline orientated workload
- Demonstrable interpersonal skills that cover influencing, negotiation, consultation, conflict resolution and assertiveness.

- Excellent communication skills
- Demonstrable analytical and problem-solving skills

Requirements:

- Experience in Banking and Finance is an advantage.
- Minimum 5 years of working experience with solid references
- Proven understanding of what the role will expect of you
- Have working knowledge of basic IT.
- Good interpersonal skills and the ability to multitask in a demanding and fast paced environment.
- Accurate, pro-active, able to work independently and demonstrate strong analytical and communication skills.
- Excellent knowledge in Word, Excel, Power Point, etc.
- Proficiency in written and spoken English – our corporate language

Office & Location

- Head office and workplace is at Fornebuveien 40, 1366 Lysaker, Norway
- TPH offices are located in Arendal, Stockholm, London and Riga
- Currently establishing in California, USA
- Evaluating presence in other countries where we follow customer establishments
- Some travelling will be required
- You will report to the Group COO
- There are currently 4 resources in the Sales & Marketing team

In short, to sum it up – you are a:

1. People manager: Recruit, build and nurture a team.
2. Customer manager: Strategically foster customer engagement.
3. Business manager: Steer your business.

For more information regarding the role and/or The Payment House, please contact the Group COO, Lasse Hammer, telephone +47 92868010

or

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