

## Lead Qualifier

PaySimple, voted one of the best places to work in Denver in both 2008 and 2009, is staffing up to support explosive growth in 2010! We are adding a Lead Qualifier, a key position on our sales team. This is the career opportunity of a lifetime and we're looking for a superstar to fill this role.

### Job Description:

PaySimple generates leads on the web using keywords and natural search. Lead Qualifiers reach out via phone to every incoming lead to determine if the lead is eligible for further sales effort. They quickly probe to understand the particular problem the merchant wants to solve, and then conference in a sales specialist who will introduce the features and benefits of the PaySimple Solution. This is a high-volume, high-energy position that will act as the welcoming step in our entire sales process.

We'll teach you the basics of financial services and sales, including how to qualify prospects, manage a pipeline and work with a state-of-the-art CRM tool.

### Responsibilities:

- Enthusiastically and energetically work to contact every incoming lead on a daily basis
- Guide warm leads through the initial qualification process
- Qualify leads by probing for type of business and specific need
- Develop detailed knowledge of our CRM tool
- Passionately support PaySimple's commitment to create an outstanding experience for our prospects and customers

### Qualifications:

- Minimum one year related work experience required
- Some sales experience desired, not necessary for the right person
- Demonstrated track record of meeting or beating sales goals
- Strong verbal communication skills. A phone test will be required for candidates successful during initial interviews
- Organized, detail-oriented individual capable of meeting daily deadlines
- A team player who performs well independently
- Must be a confident, adaptable self-starter who thrives in an empowered, fast-paced environment

The PaySimple Solution is an on-demand Software as a Service (SaaS) platform that enables small businesses to bill, collect, and manage their customer payments under one user-friendly system. We're located in the heart of LoDo. We are building an extraordinary company and looking for talented, energetic and motivated individuals to join our unique environment.

If you are looking for a company that is truly different from beige cubicles and typical office politics, come join a company that rewards authenticity and supports energy with a passion.

Visit our website at [www.paysimple.com](http://www.paysimple.com) and click on [About Us](#). Read about our vision, our energy, and the PaySimple PATH to extraordinary returns. If this truly speaks to you, please email [opportunities@paysimple.com](mailto:opportunities@paysimple.com). Send us your resume, tell us why you are ready to work in this environment, and why we should consider you for this position!