

## Senior Marketing Director

This role is responsible for the facilitation of merchant service business opportunities through B2B outreach. Identifies business opportunities based on knowledge of clients, markets, products, and services. Makes sales presentations to existing and prospective clients informing them of benefits of using the organization's products and services to meet their needs. Implements and maintains an effective referral network and marketing program to promote sales. We're looking for highly motivated and outgoing individuals with a proven sales background and experience. A strong negotiator and the ability to adapt to customers' needs to close deals.

### • Position

- Senior Marketing Director
- CDS LA Office, Los Angeles
- Merchant Services / Payment Solutions Market Manager, bilingual English & Korean or Korean & Chinese required

### • Job Description

- Sells a full range of products and services offered by the organization.
- Researches potential customers and identifies key decision makers to help grow the business both vertically and horizontally.
- Identifies prospects and referral sources for solicitation through the organization's internal network and through external sources.
- Manages the on-going account relationships with existing customers; making sure their needs are met, and products and services are marketed effectively.
- Prepares and presents professional proposals for clients and prospects. This includes pricing, credit, and terms in accordance with CDS's business modeling for customers.
- Establishes and maintains good public relations with the community to enhance the organization's image and develop new business; maintains contact with other internal referral sources to facilitate cross-selling opportunities, often conducting joint calls with other business development areas.

### • Qualification

- Minimum 7 years of experience in the financial services industry
- Banking operation Loan processor preferred
- Sales experience in the financial service, loan processor, hospitality, service, technology or ecommerce industry is a plus!
- In addition to English, has capability in one or more other languages, including but not limited to: Korean, Chinese (Mandarin) etc.
- Moderate MS Excel and Word skills required
- Excellent verbal and written skills.
- Excellent communication and organizational skills

### • Benefits

- Paid Vacation, Paid Sick Leave
- Company issued cell phone and mileage reimbursement
- IRA and health insurance
- Annual base salary - after reviewing resume an initial salary range will be offered before interview

### • APPLY

- Please send all your resumes via e-mail: [job@cdsus.com](mailto:job@cdsus.com)