

Merchant Acquisition Specialist

Make your mark, join the team

Are you passionate about sales and thrive on developing new business? Do you have inbound sales experience and are seeking your next career move?

If so, this is a great opportunity to expand your career. Using your financial services experience, in this role you will work with our customers to embed a market-leading ecommerce solution and grow our merchant and vendor areas. You will identify partnership opportunities in the B2B space and drive sales conversions by focussing on understanding each client's needs and delivering the best solution for their situation.

In this role, you will have supportive management who will foster your skills development whilst you thrive in a fast-paced sales environment. You will have the opportunity to work with a diverse and talented team that thrives on new challenges. You will be a hands-on, results-driven individual who takes ownership and contributes to improving the customer experience in a transformational, high growth business.

How you will make a difference

- Utilise superior sales and relationship skills
- Manage and build relationships with B2B customers
- Conduct detailed needs analysis with business owners
- Identify partnership opportunities
- Drive sales conversations
- Identify product development opportunities

Skills that set you apart

- Sales skills
- Relationship building skills
- Financial services experience (desirable)
- Excellent phone manner
- Great problem solving
- A high degree of self-motivation & drive
- Tertiary qualifications

About Shift

At Shift, we're passionate about disruption, transformation and positive change. Our goal is to *shift* perceptions and expectations of what is possible. We're here to help make business unstoppable. Enablers by nature, we love to solve problems and innovate. As part of the team, you'll approach new challenges with a clean sheet of paper, reimagine possibilities and deliver results that are 10x better than before.



As one of Australia's fastest-growing technology companies, Shift is changing the way businesses access finance. Enabled by streaming data, we provide credit and payments platforms that help businesses trade, pay and access funds, when they need it.

Winner of the IDC 2020 Digital Disruptor and Omni Experience Innovator awards for Australia and New Zealand, Shift has also been named to the Deloitte Fast50 list four years in a row, the Smart50 awards, the AFR Fast 100 List and voted by LinkedIn as one of the Top 25 Australian Start-ups to work.

Culture Shift

At Shift, we're proud of our rich diversity and culture of inclusion. We have an amazing culture geared towards helping you make the most of your career. We love our fast-paced, energetic environment where no two days are alike. Our values firmly guide the exciting work we do, solving problems and always looking to deliver better outcomes. At Shift you won't find politics or egos: just one team, with shared successes and shared learnings.

The perks

Shift offers competitive remuneration and the opportunity to make your mark in a fast-paced, energetic environment. Centrally located in North Sydney CBD, we're close to transport, restaurants, cafes and shops. You'll enjoy free breakfasts and healthy snacks, and a friendly social atmosphere. There are also plenty of staff-led social events, Leadership series, Lunch & Learns and other initiatives for you to participate and grow. And best of all, on your birthday, you get the day off! If you like the sound of this, we would love to hear from you. Please send your resume to

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