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Opportunity Profile

Sales Executive

Location: Calgary/Toronto



About Digital Commerce Group

Digital Commerce Group (DCGroup), comprised of Digital Commerce Bank (DCBank), Digital Commerce Payments Inc. (DCPayments) and Pateno Payments Inc. (Pateno), specializes in digital payment solutions for corporations, empowering businesses, and FinTech entrepreneurs to effortlessly scale their business. Founded in 2007, our enterprise-grade payment and banking technology outpaces traditional financial services in speed, transparency, and cost. Our customers leverage our tech-forward solutions to access advanced payment technology, facilitate instant transactions, add fresh revenue streams and connect with new audiences

DCBank is a Schedule 1 Canadian Bank focused on technology and delivering robust and secure payment technologies. The Bank's 100% owned and operated technology-driven platform provides access to all major Canadian payment rails as well as innovative payment and banking solutions to its corporate clients. The Bank is a member of Payments Canada, and is a principle member of Interac, Visa and MasterCard.

DCPayments and Pateno are Affiliates of DCBank and leverage its access to major payment rails and technology to enable businesses to offer their own financial and payment solutions. From seamless integrations to fully customizable options, they help clients put fast, reliable solutions at the heart of their business. Their innovative payment solutions ensure a more streamlined, secure and flexible way to transfer money. Via their API technology, clients can initiate payments from existing web pages, portals, and apps, scaling their capabilities as their industry changes. From tip disbursement to loan management payments, DCGroup's highly intuitive and simple-to-use system can be easily integrated, instantly enhancing and streamlining client's money transfers. Additionally, Pateno serves certain niche markets (such as online gaming and cryptocurrency trading platforms), to meet their high speed, high volume payment needs.

Collectively, DCGroup's proprietary banking-as-a-service and payment solutions, as well as straightforward APIs, offer clients efficiency, flexibility, and convenience when it comes to integrating services directly to a business' product. Whether you're a financial services provider or a fintech innovator, their tech-driven products are designed to elevate your business with modern solutions. In a world of evolving payment needs, DCGroup is your innovation partner.



Sales Executive

DCGroup is looking for a driven, results-oriented, self starter Sales Executive to lead business development for our cutting-edge merchant acquiring and payment solutions. This newly created role is a prime opportunity to make a significant impact on the B2B SME market, driving revenue growth and expanding their reach. You'll be at the forefront of fintech innovation, identifying new business opportunities, building strong client relationships, and closing deals that shape the future of digital payments. If you thrive in a fast-paced environment, excel at consultative sales, and are passionate about helping businesses optimize their payment solutions, this role is for you. You will have the autonomy to own the sales process while collaborating with internal teams to deliver seamless, high-value solutions. The primary focus of this role is development, coverage and penetration of new accounts in Business-to-Business (B2B) in the Small/Medium Enterprise (SME) space. The role can be based out of the Calgary AB or Toronto ON offices.

Key Responsibilities

Accountabilities for the Sales Executive include the following:

- Targeting new business opportunities with the objective of securing profitable new clients. You will seek to understand the clients' objectives and work to provide a built for purpose acquiring solution that ranges from an out-of-the-box online store to a full suite of payments APIs for technology advanced companies or system integrators.
- Requirement of conducting face-to-face, in-person sales, attending conferences and networking events, and generating new business through multiple channels, including cold calling and proactive outreach.
- Manage and grow a portfolio of existing clients by fostering relationships and introducing new products and solutions.
- Facilitate all aspects of the client relationship up to and including, face to face presentations, proposals, strategy, and negotiations, assist with client documentation and onboarding, identify appropriate level of relationship management, provide introductions and open doors for the client to communicate with other teams inside DCGroup.



- Build and nurture a sales pipeline, ensuring to follow the sales cycle through to closing out opportunities.
- Work to meet or exceeds quarterly and annual revenue and margin targets.
- Other duties related to client management and prospecting new business, as assigned. Ensure compliance with legislation and adherence to the requirements of regulatory bodies.

The Person

- Minimum of 2 years of selling B2B ideally in Fintech or adjacent space.
- Primary experience in payments, e-commerce, and POS.
- Strong industry connections and a self-starter mentality.
- Intermediate skills with Excel, PowerPoint, Word and general proficiency with MS Teams, Salesforce and HubSpot.
- Basic knowledge of Canada's payment rails, AML, and KYC policies and procedures.

Key Competencies & Success Factors

- Entrepreneurial mindset with professional presence and personality.
- Self-starter, driven to succeed.
- Effective communication (oral and written) and presentation skills.
- Strong interpersonal and relationship building skills.
- Confident, enthusiastic demeanor with well-developed sales skills.
- Excellent ability to turn ideas into action with strong attention to detail.
- Results oriented with bias for action and sense of urgency.
- Demonstrates high integrity and commitment to quality.
- Extremely competent and creative negotiator with sound judgement.
- Knowledgeable and experienced in working through complex sales contracts.

Compensation

A competitive compensation package will be provided. This role could work out of either the Toronto or Calgary offices; relocation may be provided. Further details will be discussed in a personal interview.

Express Your Enthusiasm

Please email a convincing cover letter and tailored resume (PDF or Word document only) to **John Dugdale or Heather Fookes** at **calgary@leadersinternational.com** indicating the job title in the subject line of the email.

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