



4300 West Lake Mary Blvd.
Suite 1010-409
Lake Mary, FL 32746-2012
www.bridgepaynetwork.com
866.531.1460

BridgePay Partner Alliances Representative

Background

BridgePay is a transaction gateway for digital payments providing best in class card present and card not present solutions for merchants. Our mission is to ease the certification process for point of sale providers while providing a full solution stack enabling clients for a wide range of digital payments acceptance.

The BridgePay Partner Alliances Representative will oversee partnerships within a small group of government-focused partners. This key team member will be the point of contact for partner interactions and their clients, including but not limited to qualifying leads, delivering product solutions, operational account management, and resolving potential relationship issues.

Key Responsibilities Include:

The purpose of the Partner Alliances Representative is to qualify incoming government client referrals and recommend the appropriate product solution.

- Liaise between the client referral, alliance partner, and merchant services provider
- Cultivate existing relationships for further opportunity within that organization and pursue referrals from the existing relationship
- Assist with challenging requests or escalations
- Oversee sales pipeline and prospect tracking via Salesforce
- Prepare monthly reports for alliance partner executive teams
- Educate client on BridgePay's and alliance partner's role in the transaction flow
- Facilitate the client's on-boarding with BridgePay
- Oversee support items and engage BridgePay's Gateway Technical Support
- Ensure client satisfaction

First 30 days

- Gain a high-level understanding of the alliance partner solutions
- Complete New Hire Training Sessions
- Gain a high-level understanding of our approach to partnerships
- Become confident in delivering the BridgePay value proposition for potential clients
- Start to engage in early conversations with the partners you'll manage

First 60 days

- Familiarize yourself with the current alliance partners and their clients
- Visit with at least 5 clients to develop relationships and gather details on what is working well and what is not working well
- Establish cadence calls with alliance partners



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What We Seek:

- At least 2 years of professional experience in payments and partnership roles
- Proven relationship-builder able to engage, connect, and maintain relationships with clients
- Skilled in qualifying client opportunities
- Ability to grasp client needs and increase customer engagement
- Ability to collaborate with internal and external stakeholders to develop and maintain exceptional relationships
- Creative, flexible, and results-focused with the ability to both develop and execute strategies

Travel

- Expect minimal travel (2-3 trips per year for training and partner visits)

Benefits

BridgePay offers a highly competitive wage and benefits package, including health insurance and 401(k). Pay range is based upon experience and skills. Interested candidates should send resume, references and salary history to resumes@bridgepaynetwork.com with “**BridgePay Partner Alliances Representative**” in the subject line.