



**Brief for the position of:
Enterprise Director of Airlines**

Shift4 (NYSE: FOUR) is boldly redefining commerce by simplifying complex payments ecosystems across the world. As the leader in commerce-enabling technology, Shift4 powers billions of transactions annually for hundreds of thousands of businesses in virtually every industry. For more information, visit www.shift4.com.

As the **Enterprise Director** you will be responsible for helping grow Shift4's Enterprise merchant business. Enterprise merchants process payment volume in excess of \$25 million annually and/or operate 25+ locations. We are looking for ambitious sales executives, focused on winning major clients with footprints in North America and Europe. Enterprise Directors will need to be adept at navigating complex organizations with sophisticated business operations, leveraging all of the resources available at Shift4 in pursuit of such opportunities.

- Identify and develop accounts that represent significant growth opportunities.
- Grow revenue via prospecting, qualifying, selling and closing enterprise client accounts.
- Become a trusted advisor for each Enterprise account by maintaining a great relationship with key members at the customer's corporate, franchise, or local site.
- Communicate and command presence, and act as a liaison between Shift4 and the enterprise customer's C-Suite and project teams.
- Engage and coordinate Shift4 resources in support of enterprise opportunities, including technical and product experts.
- You will be the expert in all aspects of the incoming accounts, lead and orient the Shift4 project and implementation teams, and other applicable departments, in the appropriate staging and intake of sold accounts.
- Partner with the Strategic Account Managers to deepen existing enterprise relationships through cross-selling and contract renewals.
- Maintain relationships with designated enterprise ISV (integrated software vendors) business teams for building/maintaining lead flow.
- Maintain your pipeline using Shift4 internal tools and forecast sales closures accurately based upon realistic opportunity assessments.
- Demonstrate leadership skills and the ability to work in challenging environments.
- Attend relevant client, partner, and industry conferences.
- Monitor competitors, market conditions & product development.
- Willingness to travel as necessary.

Qualifications:

- Bachelor's degree in business or information technology fields.
- Sales experience with Fortune 500 customers.
- Proven ability to navigate large, sophisticated organizations and cultivate relationships with key

- decision-makers.
- Minimum of 5 years payments experience is desired or equivalent experience.
- Strong understanding of Payments industry.
- Strong understanding of hardware platforms and configuration methods.
- Experience in hardware-oriented deployment and logistics.

Contact Information:

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