



MPAY, Inc. has been a producer of high-end enterprise applications for the Payroll/HR industry since 1995. Our Windows-based product, Millennium, is being used by independent payroll providers across the country to produce tens of millions of checks each year.

We are looking for a **Business Development Manager** in the Waltham, MA area to join our expanding sales team. As a Business Development Manager you will promote and coordinate MPAY's new products and services to existing and prospective clients through telephone contact, trade shows and marketing communications.

The candidate must be willing to take initiative, must be self motivated, have the ability to work independently, be detail-oriented, have an excellent work ethic and can succeed in a competitive environment.

**The ideal candidate will have the following:**

- 3 to 5 years successful sales experience required
- Prior cold calling experience is required
- Ability to express oneself clearly and concisely both verbally and in writing
- Able to work autonomously and with excellent time management skills
- Computer system proficiency
- Ability to work with others in a team environment is required



MPAY, Inc. offers a competitive compensation package, medical and dental benefits, 401(k) and more.

If you are interested in becoming a member of our team, please forward your cover letter, resume, and salary requirements to: [careers@mpay.com](mailto:careers@mpay.com). Please reference "Job Code BDM-01-CL" to help us efficiently process your submitted materials.

No phone calls please. Relocation costs are not provided.

Visit us online at [www.mpay.com](http://www.mpay.com).