

Career Opportunity

Title: Equipment Leasing Agent

Job Description

A. Entry level Equipment Leasing Agent

- To contact vendor companies from Coast to Coast that sell, distribute, or manufacture business equipment and develop an on-going referral of their customer sales we can finance
- To contact companies from Coast to Coast that have a high propensity to lease and offer lease financing on their next purchase and then keep in touch until that time arrives
- To contact referral sources from Coast to Coast (primarily loan officers at small regional banks), and set up "bank partnership" arrangements to receive ongoing lease customer referrals. Other referral sources could be accounting professionals, management consultants, and other influential business persons.
- Work involves using a state-of-the-art web-based customer relationship management software system to contact and stay in contact with prospective customers, vendors, and referral sources. Extensive use of the telephone, email, and attachments such as PDF, Excel, and Word documents to answer prospect's questions, provide quotations, and explain the benefits of working with us is what this position is all about
- To call customers and prospects daily, weekly, and monthly to attain quotas.
- To inform management of all problems that are developing.
- To create on-going relationships with all customers, vendors, and referral sources.
- To execute all sales campaigns.
- To complete the initial training program and on-going training programs
- To attend in-office training and meeting sessions as reasonably required.
- To comply with all requirements listed in the company manual and other documentation.
- Self confidence, drive, talent and other characteristics to enable working on a 100% commission basis

B. Advanced level Equipment Leasing Agent – additional duties

- To collect information from borrower customers to build a credit package including but not limited to a credit application, tax returns, financial statements, and other documents.
- To assemble financial data, write up a narrative, and to present a complete package of information that will satisfy the requirements of our lender banks.
- Work with the credit dept, vendor(s), end user, and related parties from A-Z to successfully fund the transaction
- Effectively coordinate with internal sales, documentation and credit departments
- Develop, document and execute sales plans to meet business targets. Target specialized vertical markets.
- Prospect and close customers producing flow-type originations
- Understand the dynamics of the relevant leasing and equipment markets (market trends, customer needs, and competitors).
- Develop and maintain a quality prospect funnel to support revenue goals.
- Develop strong external and internal relationships.
- Qualify leads by customer profile, credit risk and profit opportunity.
- Generate and follow up sales proposals.
- Maintain and provide an accurate sales forecast.

- Demonstrated experience in relationship management and selling
- Strong interpersonal skills
- Understanding of leasing, documentation and funding requirements
- Pricing and Financial Knowledge
- Strong Microsoft Office skills

Qualifications

- Outstanding personal character that is verifiable and is free of crime, drugs, and trouble
- Demonstrated sales ability with a proven track record of setting and achieving sales goals by prospecting new sources and establishing relationships with business principals, vendors, and bankers.
- Career experience in equipment leasing, as a bank business development officer, commercial insurance or other business intangible sales, the commercial mortgage industry or other related fields is preferred
- A hard worker
- A smart worker
- A driven, highly motivated, results oriented, independent worker
- Strong presentation, communication, organization, and time management skills
- Able to work in “isolation” (independently) at a home office
- Demonstrated academic proficiency by completing high school, and preferably a college degree
- Provide solid verifications of all data including transcripts from college and other “back up”
- Technical knowledge that includes complete knowledge of how to use: A personal computer, Microsoft Outlook 2007, Adobe Acrobat PDF maker software, Excel 2007, Word 2007, Google, email, etc.
- Able to assemble and analyze financial packages in preparation to send to lender banks
- Outstanding verbal skills
- The ability to conduct 90% of all sales work on the telephone

Benefits

- An outstanding earning potential based on 100% commission with no limits to your earnings
- A professional career in corporate finance with a 25-year old company
- Flexible hours around your schedule
- Flexible work environment; work from your own location
- Excellent M-F “business hours” since you will work with businesses
- Extensive / virtually unlimited training and personal development available
- Access to web-based training including videos, testing, forms and sales tools
- Outstanding pay potential commensurate with your own hard work and talent
- Usage of state-of-the-art automated systems to compete and win
- Access to lender relationships that have taken over 20 years to build
- Access to know-how that has taken over 25 years to accumulate
- Virtually unlimited leads supplied for you to work!
- Access to a web-based CRM (customer relationship management) system
- Very limited travel since 95% of all business is conducted using the phone, web, and email
- Career satisfaction
- The flexibility of working from your home office
- Having a career as an independent worker and as part of a team