

## Career Opportunity

Title: Equipment Leasing Agent

### Job Description

#### Entry level Equipment Leasing Agent

- To contact “end user” “borrower” companies from Coast to Coast that have a high propensity to finance and lease new business equipment, software, and commercial vehicles and offer lease / purchase financing on their next purchases, and then keep in touch until that time arrives.
- To contact “vendor” companies from Coast to Coast that sell, distribute, or manufacture business equipment and offer a company-wide vendor program or to develop an on-going referral relationship with their individual sales reps who need to finance their customer’s purchases.
- 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 touch with prospective end users, vendors, and referral sources. Extensive use of the telephone and emailing contact information to prospects to offer quotations, applications for credit, vendor programs, and referral programs, and then your referring those leads to your financial manager to explain the details to the prospects.
- 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
- Effectively coordinate with internal sales, documentation and credit departments
- Basic knowledge of computers and the internet

### Qualifications

- Outstanding personal character that is verifiable and is free of crime, drugs, and trouble
- Demonstrated sales ability preferred but is not necessary
- 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
- Outstanding verbal skills and most importantly, an “excellent” phone image
- The ability to conduct 95% of all work on the telephone
- Have a computer
- High-speed internet access
- Hard line phone connection (we will supply you with a telephone and headset)
- A quiet place to work

## 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 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