

# NATIONAL LEASING SALES EXECUTIVE

**Location: US (2 Positions currently open)**

NFS Leasing is seeking candidates to join our National Sales Team as a National Leasing Sales Executive. The ideal candidate would have had at least (5) years in equipment financing. This candidate will possess a strong business acumen and experience in working with C-Level customers. The Sales Representative's primary objective will be to develop broker, customer and vendor relationships within the assigned territory and drive lease originations. The core competency of NFS Leasing is to provide equipment leasing to customers that are VC Backed, startup, or simply credit challenged. Deal sizes range from \$100K-\$15M

## **Responsibilities:**

- Actively prospect and develop new vendor and lease broker relationships
- Exceed assigned origination volume goals
- Prepare and submit credit requests to internal credit team
- Identify, structure, propose, and close lease transactions
- Work closely with our business development and marketing team to ensure proper strategic direction
- Work closely with internal Contracts and Finance team to ensure the highest level of customer service
- Create presentations and proposals as required

## **Requirements/Qualifications:**

- Education: Bachelor of Science

## **Job Skills/Qualifications:**

- At least 5 years in equipment financing
- Provide history of sales overachievements, accolades and awards
- Ability to sell to C-Level executives
- Strong selling skills
- Strong knowledge and understanding of financial statements
- Demonstrated ability to develop customer and vendor relationships
- Strong communication, interpersonal, and organizational skills
- Proficient in computer skills, and MS Office suite. Knowledge of CRM software a plus
- Ability to travel as required
- Existing vendor relationships a plus

## **Salary:**

Salary and compensation commensurate with experience and success