

GLOBAL FINANCIAL & LEASING SERVICES, LLC
INDIRECT SALES RELATIONSHIP MANAGER

- **OBJECTIVES:**
 - Drive originations to \$5M + annual levels
 - Develop Broker or Indirect Sales relationships

- **COMPENSATION:**
 - Competitive commissions & performance bonuses

- **QUALIFICATIONS:**
 - Existing vendor relationships & lessees that can potentially come with new position
 - Familiar with lease & finance programs common in industry
 - Strong analytical skills
 - Self-motivated & ability to work effectively with a team
 - Knowledge of CRM systems and Social Media programs
 - Strong computer skills
 - Good team-building traits are expected
 - A minimum of 2+ years with equipment leasing sales experience
 - A four-year college degree is required or proven successful equipment leasing sales accomplishments
 - Participate in sales strategy, development and implementation
 - Responsible for sales lead management
 - Ability to meet critical sales goals as assigned

- **ESSENTIAL FUNCTIONS:**
 - Must have proven ability to develop equipment leasing broker relationships/programs
 - Calling equipment leasing Brokers
 - Prepare Transaction Summary's, including obtaining the required supporting documentation
 - Populate the Company's CRM software program
 - Prepare Term Sheets/Proposals
 - Close opportunities
 - Ability to develop and maintain relationships with new & existing Brokers/customers
 - Forecasting responsibility
 - Relationship building is a key requirement for the position
 - Generating \$5M+ in annual originations

- **WHO WE ARE:** Global Financial & Leasing Services, LLC is a 13-year old equipment leasing company serving small and medium sized business throughout the United States. We focus and manage transactions from \$25,000 to \$1,000,000. We have excellent support, the best resources, state of the art technology, a great office, great office location and a great office environment. We are members of the ELFA, AACFB, NEFA and the Arizona BBB. Our market includes small and mid-sized companies that cannot typical equipment financing solutions. This includes startups and challenged credits. We have the ability to get nearly all transactions funded and we do an excellent job with a wide range of credit quality opportunities. This is a long-term career opportunity with an unlimited ability to grow and income potential.

- EQUIPMENT SEGMENTS:

- Medical
- Healthcare
- Manufacturing
- Printing
- Construction
- Restaurant
- Logging
- Transportation
- Many others