

**SALES REPRESENTATIVE/ACCOUNT MANAGER**

Global Financial & Leasing Services, LLC (Global Financial) is looking for a sales rep to utilize a consultative sales approach, looking for a career in sales that offers a solid high-earning potential with a company that is committed to its employees, clients and collective growth. Careers in the financial sector are expected to grow 41% over the next few years making it one of the highest paying and fastest growing professions (Per Money Magazine).

Most growing businesses in this environment want to conserve their capital. When they have requirements for adding capital equipment, 80% of businesses today will seek financing solutions rather than draw down their valuable capital.

When small and mid-sized businesses want to acquire capital equipment, they often will not know where to turn. Typically, their bank is too slow and or has turned them down. Global Financial, a direct lender, can provide financing solutions to a wide range of credit types. If the customer has good credit, we, like almost any other financial firm, can provide a financing solution. Where we shine is when the customer has credit blemishes. When Other Lenders Say No, We Often Say Yes tm.  We are often able to offer solutions these companies are looking for and, often, in a short time span and with competitive pricing. **We often can offer an equipment financing solution when no one else will.**

Global Financial provides solutions for most companies seeking to acquire medical, manufacturing, telecommunications, construction, commercial landscaping, restaurant, IT and other related equipment. Most of the credit decisions are often made within 24 hours or less. We take pride in providing the financing solutions for our customers today and develop long-term relationships with them for the long term.

What makes this opportunity unique is that our sales people do the Underwriting. Our sales person will use the Transaction Summary to guide them in the underwriting process. The sales person will research, interview, evaluate & underwrite each opportunity and ultimately present the opportunity to the Credit Committee. It is the sales persons responsibility to address the Risks and Mitigates with each opportunity and structure the opportunity the best way they can to minimize the risk to the company.

What Global Financial Offers:

* Compensation: Commissions based plus bonuses and other cash incentives. **Commissions are uncapped.**
* Potential first-year realistic earnings range of $60 - $80K
* Second-year earnings of $100K+ potential
* A supportive team culture
* Professional office environment
* Company paid medical benefits for the employee
* 401K Plan is offered

The Requirements you must have include the following:

* Aggressive self-starter with a great attitude
* Proficient PC, analytical, decision making and organizational skills
* A tenacious spirit, focus and stamina to be the best
* Internal drive and motivation to succeed
* A desire to make a high income
* Must possess the ability to deal with the moving parts of a people-oriented business
* A Passion for Cold Calling – must identify with and enjoy being a “hunter”
* Must be receptive to coaching
* Excellent written and verbal communication skills
* Excellent closing skills and with executive decision makers
* Knowledge of Windows and Outlook and comfort with navigation through a database
* A college degree is desired, but not required.
* Willingness to travel (as needed, minimal travel required)

If you want direct control over your financial success, and make a positive impact in a great and growing company, this is your opportunity. If you are a high-integrity performer who wants to be a part of Global Financials success, please apply directly here or visit us at [www.GFRServices.com](http://www.GFRServices.com).

Related Terms: account executive, outside sales, inside sales, sales executive, AE, salesman, saleswoman, salesperson

* Location: Scottsdale, AZ
* Compensation: $60K - $80K – 1st year: Compensation range includes uncapped commissions + bonuses
* Principals only: Recruiters, please don’t contact this job poster
* Please, no phone calls about this job!
* Please do not contact job poster about other services, products or commercial interest