

National Leasing Sales Executive, Location: U.S

NFS Leasing Inc. is seeking experienced candidates to join our National Sales Team as a National Leasing Sales Executive. ***This candidate will have had at least (5-10) years in equipment financing.*** This candidate will also 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 \$250K - \$10M.

This position is remote and will report to the Executive Vice President of Sales.

Responsibilities:

- Actively prospect and develop new Vendor, Broker and customer relationships
- Daily collaboration with executive team on strategic sales campaigns
- Exceed assigned origination volume goals
- Prepare and submit credit requests to internal credit team
- Identify, structure, propose, and close complex lease transactions
- Work closely with our business development and marketing team to ensure proper strategic direction
- Work closely with internal Credit, Contracts, Legal and Finance team to ensure the highest level of customer service
- Create presentations and proposals as required

Requirements/Qualifications:

- Bachelor's Degree, required
- ***At least 5 years in equipment financing/leasing, required***
- Provide history of sales over achievements, accolades and awards
- Ability to sell to C-Level executives
- Strong business acumen with ability to articulate and understand complex financial structures
- Ability to structure large sale-lease-back deals with a keen knowledge of how to best be collateralized and secured
- Strong knowledge of every facet of the equipment leasing industry
- Strong ability to read and understand financial statements
- Understanding of lease contracts and ancillary security agreements
- Strong selling skills
- Demonstrated ability to develop lease broker, 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

About NFS Leasing Inc.:

NFS Leasing, Inc. is a collaborative and innovative workplace, serving growth-oriented companies with equipment financing. Since 2001, NFS Leasing is proud to have created thousands of jobs and infused

capital into credit challenged firms, a segment of the economy that struggles to secure critically needed financing.

NFS is committed to continued growth and is immediately adding to the team. NFS offers solid compensation along with a generous benefits package that includes 401K company match of 50%, paid volunteer, parental, bereavement and longevity/recharge leave, as well as medical, dental, life insurance, PTO.

About NFS Leasing Inc.: <https://nfsleasing.com/the-story-lender/>

We are an equal opportunity employer and give consideration for employment to qualified applicants without regard to race, color, religion, sex, national origin, sexual orientation, disability status, protected veteran status, or any other characteristic protected by federal, state, and local law.

NFS is committed to the health and safety of our associates, candidates, and customers. We have modified our hiring processes to include increased phone interviews and where in-person activities are required, we are practicing social distancing.

NFS Leasing, Inc., is an equipment finance company headquartered in Beverly, MA and known as 'THE story lender'

Compensation commensurate with experience and success

NO RECRUITERS PLEASE