

## Senior Sales Executive, Beverly, MA

NFS Leasing is seeking a highly experienced Senior Sales Executive to join our sales team. **While the Senior Sales Executive position may have minimal experience in selling equipment financing specifically, they are a superior executive with demonstrated experience working with and closing deals with C-Level customers, and a minimum of 10 years' sales experience.** They have a solid business acumen and solid understanding of finances in general. They will be responsible for securing and developing customer relationships to drive lease originations in a variety of industries and verticals.

The position will be in the Beverly, MA office. The position will report to the Executive Vice President of Sales.

### Key Responsibilities include:

- Prospecting and developing new customer relationships to meet or exceed assigned origination volume goals
- Identifying, structuring, preparing, presenting, and closing innovative and often complex lease transactions to C-Level customers
- Participating in ongoing training/development to sell equipment financing for the longer term, while simultaneously meeting goals
- Engaging with executive team on opportunities and status of attainment to goals
- Collaborating with Contracts, Credit, Finance and Legal team members to ensure smooth lease processing, with a high level of customer service
- Engaging with our inside sales support and marketing team for strategic alignment

### Key Requirements/Qualifications:

- Bachelor's degree, required
- **10+ years sales experience, small to medium size businesses, required**
- **5+ years' experience engagement and collaboration with C-Level business executives, required**
- Strong ability to read and understand financial statements
- Proven track record in building customer relationships and, meeting, sustaining and succeeding sales goals, (provide your history of sales overachievements, accolades and awards)
- Superior interpersonal and communication skills to effectively coordinate cross-functional team discussions providing excellent customer service
- Aptitude and commitment to learn the Equipment Financing business, real time and alongside an industry expert
- Working knowledge of Microsoft Office Windows, Excel Spreadsheets, Sales Force/CRM system

- Strong organizational skills and ability to manage simultaneous projects, under deadline pressure in a dynamic, fluid environment
- Ability to travel as required

**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