



National Leasing Sales Executive, Location: (U.S.)

NFS Leasing, Inc. is seeking multiple experienced National Leasing Sales Executives. *The ideal candidates must possess at least 5 years of experience in equipment financing and, in an industry vertical.* Candidates will also have strong business acumen as well as experience working with C-Level customers. The candidates' primary objective will be to develop customer and vendor relationships within their assigned vertical and drive lease originations. The core competency of NFS Leasing is to provide equipment leasing to customers that are VC Backed, start-up, turnaround, or otherwise credit challenged. Deal sizes range from \$150K - \$15M.

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

Responsibilities:

- Actively prospect and develop new vendor and customer relationships
- Daily collaboration with the executive team on strategic sales campaigns
- Exceed assigned origination volume goals
- Prepare and submit credit requests to the 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 Teams to provide the highest level of customer service
- Create presentations and proposals as required

Requirements/Qualifications:

- Bachelor's Degree, required
- *At least 5 years of equipment financing/leasing experience required*
- *At least 5 years in an industry vertical required*
- Previous history of sales over achievements, accolades, and awards
- Ability to sell to C-Level executives
- Strong business acumen with the ability to articulate and understand complex financial structures
- Ability to structure large sale-lease-back deals with a keen knowledge of how to best collateralize and secure them
- Strong understanding of every facet of the equipment leasing industry
- Strong ability to read and understand financial statements
- Knowledge 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 Salesforce CRM software a plus
- Ability to travel as required
- Existing vendor relationships a plus