

# Account Executive



## Company Summary:

**Channel Partners** provides access to short term working capital loans/advances to small business owners. Transactions are originated through independent equipment finance companies and from direct solicitation of small businesses.

Channel Partners offers a flexible work environment where we all focus on customer relationships, growth, innovation and our team members. We encourage and enable personal and professional growth of our employees.

Compensation includes a base salary plus a monthly commission and other incentives. Benefits include health, life, LTD insurance plans and a company 401K plan.

## Position Responsibilities:

An Account Executive works directly with small business owners to identify financing needs and make recommendations for various working capital finance programs. The AE is measured and compensated by loan volume and gross margin generated from assigned referrals and direct marketing activities.

The best candidates will be self-motivated, team oriented and anxious to be a part of a rapidly growing business. Key responsibilities include:

- Influencing existing and potential customers on the merits of doing business with Channel Partners.
- Providing working capital product information, features, and benefits to customers
- Conducting sales presentations via the phone
- Requesting appropriate information from customer to determine eligibility for best working capital product available to them.
- Initiating the finance contract, ensuring information is completed, and forwarding file to the operations group.
- Maintaining customer order information and activity logs. Reports as required.
- Maintaining confidentiality of all customer and company records and account numbers
- Performing other duties as required

## Skills and Specifications:

- Must have excellent written and oral skills.
- Previous phone experience.
- Should have high level of adaptability.
- Ability to meet sales targets and deadlines.
- Competitive drive and strong history of accomplishment.
- Required knowledge of computer and proficient in Microsoft Office (Excel and Word).

## Education and Qualifications:

- 2 or 4 year degree is preferred, but not required.
- Previous sales experience is preferred.