

NEC Financial Services LLC, a wholly owned subsidiary of NEC Corporation of America, is a captive leasing company based in Saddle Brook NJ. We are seeking an energetic and highly motivated Regional Sales Manager - Central Region to join our team. Position requires direct sales activity with regional territory responsibilities. Responsible for developing and maintaining all assigned Client/Dealer relationships, achieving sales and lease penetration goals as assigned and for collaborating with manufacturer Account Representatives responsible for the same Dealers. Travel expectations dependent on regional sales activities with a minimum 35% of work time.

Essential Duties & Responsibilities

- Develop and maintain relationships with NEC Dealers and Resellers, as well as with NEC direct to end-user sales personnel, and/or other business
- Contacts Dealer Sales Staff, develops a business development plan for each Dealer, all lease quotes required by Dealers, directly contacts end users whenever required to structure and/or negotiate, credit information gathering and supervise movement of pending transactions which are controlled by the Operations Department
- Meets with potential large customers to structure new lease and financial service opportunities
- Routinely visits with and trains Dealers in the effective use of leasing and specifically the benefits of using NEC Financial Services
- Prepares monthly reports for management explaining activity within assigned Region, with recommendations and plans for future progress and sales development
- Compiles and analyzes competitive lease rates, structures and conditions as gathered from the marketplace
- Recommends strategies to management to remain competitive in the marketplace
- Performs other related duties as required and participates in special projects as assigned

Essential requirements for this position

- Bachelor's degree in Business Administration, Finance, Economics or equivalent
- A minimum of five years in leasing with three years of field sales experience
- Knowledge of present value theory, basic credit evaluation, lease documentation and negotiation, lease structuring and competitive pricing analysis required
- Should be Proficient with Microsoft Word, Excel and PowerPoint, as well as having some prior exposure to a CRM program
- Candidates who are based in Texas are highly desired
- Effective communication skills
- Understanding of Time Value of Money and use of financial calculator or similar software program
- Reasoning skills
- Detail oriented

Information/Instruction for people to apply:

Thank you for your interest in this position. We do require you to complete an application for this position via our applicant tracking system.

Here is the link to our career section <https://career4.successfactors.com/careers?company=NECAM>. You will then need to search for **requisition no 14703** and then complete an application including creating an account to register for career.

ABOUT NEC CORPORATION OF AMERICA:

Headquartered in Irving, Texas, NEC is a leading provider of innovative IT, biometrics, network, and communications products and solutions for service carriers and Fortune 1000 and SMB businesses across multiple vertical industries, including healthcare, government, education, and hospitality. NEC delivers one of the industry's broadest portfolios of technology solutions and professional services, including unified communications, wireless, voice and data, managed services, server and storage infrastructure, optical network systems, microwave radio communications, and biometric security. NEC is a wholly owned subsidiary of NEC Corporation, a global technology leader with a presence in over 44 countries and more than \$37.5 billion in revenue. For more information, please visit www.necam.com.

NEC Corporation of America and its subsidiaries is committed to the maximum utilization of all human resources and the goal of Equal Employment Opportunity/Affirmative Action. We provide equal opportunities to all employees and applicants for

employment without regard to race, color, religion, national origin, sex, sexual orientation, age, marital status, disability, genetic characteristics, height, weight, arrest record pertaining to misdemeanors or status as a Vietnam era or special disabled veteran, or any other class protected by applicable federal, state or local laws.
EOE-Minorities/Females/Protected Veterans/Individuals with Disabilities