



Contact: Terey Jennings, Senior Vice-President
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Financial Pacific Leasing, LLC is a direct provider of small-ticket commercial equipment leases. We originate our business through partnering with third party originators and lessors in the U.S. and Canada. For many years these partners have relied on Financial Pacific to provide them with innovative financing solutions for their customers. The company was established in 1975 and is located in Washington State. In 2012, we established a Canadian corporation to start marketing our product to third party originators located in Canada.

Job Description

Responsible for the development and maintenance of all the broker/lessor relationships for Financial Pacific Leasing located in Canada. Through training and complete communications insures broker/lessors operate within standards established by the company for overall performance and profitability. Must be able to travel 8 –10 days per month.

Manage assigned broker relationships within Canada to market Financial Pacific's product and service. Communicating and training on our product, policies and procedures. Monitoring transaction activity and providing a value added service to all parties where appropriate. Working closely with the broker/lessors to identify additional opportunities to expand business.

Monitoring the broker/lessors performance to insure they operate within the company's standards.

Responsible for identifying and establishing new relationships with potential sources of business within the Canadian broker/lessor marketplace that will provide profitable returns to the company.

Travel and visit with assigned and new broker/lessors to further develop the relationships.

Periodic travel to Financial Pacific Leasing's headquarters to work with the operations team.

Work closely with the active sources of business in the development of specific vendor/manufacturer programs.

Participate in all industry association functions, as required.

Provide "raving fan" service internally and externally.

Other Information

Work from your location in Canada
Base salary plus commission plan
Full benefit package

Desired Skills & Experience

Knowledge and experience in the Third Party Origination channel in Canada.

Possess a high level of communication skills both written and oral.

Bachelor's degree preferred.

Demonstrated high performance in sales goal attainment.

Demonstrated customer service and relationship building skills a must.