

[ATEL Leasing Corporation](#) is one of the largest independent equipment leasing firms in the United States. We are headquartered in the heart of the financial district in San Francisco, and since our founding in 1977 have financed in excess of \$30 billion of equipment leases. A key to our success has been the commitment we have maintained of providing superior value to our customers and investors alike. .

### **Job Description**

We are seeking an experienced leasing sales professional with a successful track record in the middle to large ticket market working with a Fortune 1000 base of investment-grade rated companies. A bachelor's degree is required, Finance emphasis preferred. We are looking for an individual with the initiative, knowledge base and personal selling skills seeking a visible and highly paid career. We will consider all applicants with experience in the equipment finance industry. Strong preference will be granted to those candidates with demonstrated success. A minimum of 5 years experience in an applicable sales role is strongly suggested.

### **Responsibilities:**

**Regional Vice President, Lease Originations**, responsible for prospecting and closing equipment lease transactions within a large Northeastern territory.

The keys to success include being able to:

- Effective communication with decision makers (CFO's, Treasurers, )
- Ability to obtain and face-to-face meetings and present the ATEL product persuasively
- A disciplined and diligent marketing campaign including telephone, E-mail, other media and face-to-face meetings.
- Focus on operating lease opportunities to investment grade companies
- Present ATEL's superior value proposition (e.g.- the key benefits provided to our customers versus the costs associated with receiving those benefits)
- [A core knowledge of leasing fundamentals including credit analysis, financial pricing concepts, lease accounting, structures and documentation.](#)

Candidate must reside in either San Francisco to work out of the corporate headquarters or may be situated in a regional office in the Northeastern USA.

We offer a competitive salary, benefits and great employees. A partial list of our benefits includes:

- Medical, dental and life insurance
- 401(k) with generous employer matching
- Flexible benefits plan.

Please send, fax, or email resume with salary history to: M. Lynch 600 California St. , 6th Flr, San Francisco , CA 94108 , (415) 616-5525, [mlynch@atel.com](mailto:mlynch@atel.com) Visit our website at [www.atel.com](http://www.atel.com) for more info on our dynamic company.