

Job Description

Job Title: Leasing Sales Leader
Reports To: Financial Services Manager
FLSA Status: Exempt
Department: Sales

Summary: Originates and assists other reps in the origination of leases for company supplied computer hardware and services to business and industrial establishments over the phone or at customer's place of business. Much decision making is attached to this position, governed by policy and guided by objectives with company wide impact focused on daily operations. Develops and maintains relationships with broker and end-user reps to facilitate the closing of lease business for OFS from various accounts.

Responsibilities and Duties: Duties other than those specified may be assigned.

- Profitable and prudent growth of the B/U lease portfolio.
- Attainment of specific and measurable lease origination and margin goals.
- Call directly on end-user accounts to solicit / close leasing business.
- Assist other Company sales reps in closing leasing business.
- Calling on and presenting solutions to “C”-level executives.
- “Dotted line” accountability to OFS Finance Manager.
- Cold Call and prospect End-users accounts

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. The employee is occasionally required to lift up to 10 pounds and up to 25 pounds. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education/Experience:

Bachelor's degree (B. A.) from four-year college or university; and two to four years related experience and/or training; or equivalent combination of education and experience. Must be familiar with leasing technology assets; understand residuals, discounting, pricing and Master Lease documents.

Computer Skills:

Word processing, Spreadsheets, Accounts Receivable, Accounts Payable, E-mail, Inventory, Database software, Order processing, Financial Analysis

Supervisory Responsibilities:

None