

## IRWIN COMMERCIAL FINANCE, EQUIPMENT FINANCE

### REGIONAL SALES MANAGER

#### Positions Available In

*Seattle, San Francisco / San Jose Bay Area, Los Angeles, San Diego, Chicago, NY / NJ  
and other Major Metropolitan areas*

#### Position Purpose

This is an **individual contributor** position conducting sales activity in assigned local markets to achieve sales origination objectives through the coordination of vendor programs (in diverse asset segments) and their end user customer opportunities.

#### Qualifications

- Bachelor's degree or equivalent work experience required.
- Financial services industry experience is a plus.
- Excellent analytical, interpersonal, written, and verbal skills
- Ability to work independently and as part of a team, with a focus on customer service and relationship management.
- Extensive Excel, Word, PowerPoint, and financial / lease pricing experience (HP or TValues).
- Detail oriented, organized self motivated / self starter.
- Experience and high degree of comfort in cold calling at the "C" level.

#### Essential Duties and Responsibilities

- Initiate direct sales activity in designated Regional market by
  - Cold call prospecting and developing direct sales opportunities through approved equipment vendors and their end user clients.
- Conduct vendor sales presentations, vendor training and one-on-one meetings with vendor prospects, active vendors and national accounts that may be assigned in designated Regional territory.
- Negotiate direct program structure and represent ICF products that meet vendor requirements and protect ICF financial goals.
- Actively engage end user clients to negotiate transactions and sign lease agreements.
- Manage sales origination activity to achieve a minimum of \$500K - \$1M per month in funding and manage financial returns to corporate target.
- Minimum Sales Activity
  - 40% Managing current month transactions to achieve monthly sales budget
  - 30% Maintaining existing relationships and conducting vendor sales meetings
  - 30% Prospecting – developing new vendor leads through cold calling, cross marketing and expanding existing lessee business
- Territory defined by zip code to include a portion of the Regional market and additional markets within a 150 to 200 mile radius.
- Travel within territory as required and to the Regional office (if applicable) once per week.
- Monitor all credit activity originated with RSC (Regional Sales Coordination) Dept in designated Regional territory and follow-up for credit information and act as a liaison between the end user, vendor, and ICF credit department.

- Responsible for monitoring vendor performance within corporate guidelines and supporting portfolio performance.
- Coordinate with RSC for follow-up of documents and with end user or vendor to maximize conversion and closing percentage of all approved transactions.
- Actively prospect vendor sales representatives and large end users for cross marketing opportunities and new originations.
- Assist funding department in obtaining any information or documentation to secure funding of transactions.
- Participate in weekly sales reviews with RSC and Sales Management to prioritize activity, synchronize CRM and calendar.

**Compensation:**

- Salaried exempted employee
- Monthly Commission
- Expense Reimbursement:
  - ICF will reimburse travel and entertainment related expense within territory and as authorized by Sales Management for corporate travel to attend trade shows or corporate sponsored events
  - Auto Allowance will be paid monthly through payroll. In addition ICF will pay for gas and oil to operate the vehicle through expense reimbursement on a designated per mile basis. (RSM to complete and submit mileage log accounting for travel. ICF is not responsible for personal miles driven.)

**Compliance with Applicable Laws and Regulations**

- Ensure compliance with all state and federal regulations and internal company policies, including but not limited to Anti-Money Laundering, Fair Lending, Truth in Lending, Privacy, and Anti-Discrimination, to the extent each applies to current job responsibilities.