



ACCOUNT MANAGER

Phoenix, AZ or virtual office

REPORTS TO: President & CEO

Manufacturers' Lease Plans, Inc. (MLPi) is a privately held lessor that has specialized in providing unique funding solutions for manufacturers and distributors of equipment for over 35 years. MLPi originates new business through formal vendor programs with manufacturers and on a direct basis. MLPi also acquires equipment-leasing portfolios meeting its investment criteria from other lessors and financial institutions.

RESPONSIBILITIES:

- MLPi Account Managers are primarily responsible for developing Vendor Program Agreements with equipment manufacturers and distributors that match a desired profile established by the Company.
- Programs are developed through identifying and contacting these target vendors to acquaint them with the short-term rental programs offered by the Company.
- The ultimate goal is to enter into a Vendor Program Agreement with the target manufacturer that generates consistent volume and to work closely with their salespeople, as well as with their customers and other prospects, in structuring individual lease transactions.
- Sales Call Outlines for guidance in developing the programs as well as scripts for calling on several equipment niches have been developed.
- Overnight travel is expected when necessary to properly conduct business such as personal visits with vendors and attendance at trade shows where target and existing Vendors exhibit their equipment.
- Create and maintain an ACT! database of all vendor and lessee direct prospects.

REQUIREMENTS:

Required

- Minimum three (3) years equipment leasing sales experience successfully meeting or exceeding assigned quotas.
- Bachelors' degree in business or finance or equivalent experience.

- Equipment leasing sales experience covering true lease and lease purchase transactions.
- Experience in national vendor programs for technologically advanced equipment with a per unit cost of \$25,000 to \$250,000.
- Strong knowledge of MS Windows Office software (Excel, Word, PowerPoint) and ACT! or similar sales contact software.
- HP12C & TValue literate.
- Must be willing to travel and have a valid driver's license with a clean driving record.
- Work from virtual office.

Desired

- Five (5) years experience.
- FASB 13 Operating lease sales experience.
- Prospecting and selling experience in the Fortune 2000 market.
- Experience in negotiating vendor program agreements with vendors selling technologically advanced equipment with a per unit cost of \$25,000 to \$250,000.
- Experience with Lease Plus.
- Work in Phoenix headquarters.

COMPENSATION: MLPI's excellent compensation package includes a competitive base salary, no-cap commission plan, incentive bonus based on profitability, generous paid time-off, 401(k) match and medical/dental insurance.

Send resumes to: Mgullett@Leaseplans.com

Or mail to:

Manufacturers' Lease Plans, Inc.
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