

## **Qualifications:**

- Minimum of 5 years experience in a dedicated remarketing position
- Must have established working knowledge of transportation industry including Class 8 and Medium Duty Trucks and Trailers
- Well organized and able to work independently as well as part of a group
- Experienced in interfacing with other departments including collections, asset recovery, legal, credit, documentation , titling and funding
- Must be able to perform equipment evaluations
- Must possess strong sales abilities and skills from lead generation to closing
- Strong computer skills preferred, MS office knowledge required
- Earning potential commensurate with performance.

## **Job Description:**

- The successful candidate must be able to recommend the best strategy to realize the maximum value of each asset recovered. This includes determining if the asset should be sold as retail, wholesale or salvage, while minimizing the expense associated with the realization of that goal.
- Develop and maintain both existing and new relationships which will allow EQFS to store, repair, and sell equipment in the most efficient manner, including the utilization of finance and lease programs offered by EQFS.
- Create and develop additional outlets for remarketing inventory, including both domestic and international contacts
- Utilizing company's systems and processes maintain accurate data base management of all assets under the remarketing manager's responsibility
- Accurately prepare the reports required by senior management
- Monitor and provide management with updated market intelligence
- Be directly involved in all aspects of the sale of the equipment (with all buyers, wholesale, retail, and salvage).
- Utilize candidate and EQFS's existing data base to further the sale of EQFS inventory.