

National Account Manager

Trinity, a Division of Bank of the West

At Trinity, a Division of Bank of the West, we've surrounded ourselves with some of the brightest, talented and most devoted professionals in the financial services industry to form a solid & secure foundation. We currently have a great opportunity for an experienced, well-organized professional to join our team in Trinity's Vendor Leasing Group.

You will originate, manage and service vendor relationships with clearly defined goals of maintaining and expanding business, work in conjunction with the Vice President of Sales and internal service teams to grow business in defined niche markets, seek out new business relationships in niche market segments, and conduct market analysis to determine volume potential, pricing and strategies to develop new accounts.

Requires a Bachelor's Degree in business administration, marketing or equivalent plus a minimum of 3-5 years experience in vendor finance. Must be experienced in vendor sales and development and possess strong business acumen and judgment to make appropriate decisions as well as strong negotiating and follow through skills. Excellent sales management, communication and marketing skills are mandatory. Good knowledge and experience using personal computer (ACT, Excel, T-Value and general office equipment).

If you'd like to work for a company that values hard work and outstanding performance, then consider joining Trinity Capital, where you will enjoy attractive compensation, sales incentives, and benefits along with a rare opportunity for unlimited career growth.

For immediate consideration, visit www.bankofthewest.com, click on '**Employment**' and then click on 'View all Bank of the West opportunities' and apply online or FAX your resume to: **925-938-9151**.

Bank of the West and its subsidiaries are equal opportunity/affirmative action employers. It is our policy to recruit, advertise, employ, promote, transfer, discipline, and discharge without regard to race, religion, color, national origin, age, physical or mental disability, veteran status, sex, and any other basis protected by federal, state, or local law.

Bank of the West
Community Focused Banking