

## **National Account Manager**

Truck/Trailer Industry

Trinity, a Division of Bank of the West, is a market leader in offering innovative small-mid ticket (\$15M - \$1MM) partner financing programs that enhance the sales and profitability of equipment manufacturers, distributors and dealers. Trinity's growing portfolio of owned and managed assets is in excess of \$1 billion, and includes approximately 26,000 contracts. We offer exceptional service levels, a dedicated team of industry experts and a commitment to excellence and integrity. With over 23 years of experience in equipment financing, Trinity is committed to unparalleled customer service and state-of-the-art equipment financing products.

If you are located in either the Texas or upper Mid-West markets, and you have established relationships in this Industry producing at least \$750K a month in volume, we have an excellent opportunity for you! Join a leader in the equipment financing industry with an established reputation in the Truck/Trailer marketplace! This position can be filled in Texas/Upper Mid-Western states.

In this key role, you will:

- Prepare annual and quarterly business plans, detailing how goals will be met or exceeded
- Manage vendor relationships from initial point of contact through account maintenance, ensuring the profitability of each relationship
- Provide equipment manufacturers, distributors and dealers with the necessary tools to help them sell equipment financing
- Monitor pricing of programs for all vendor relationships
- Prepare thorough and concise application/credit packages for our Credit Department

The successful candidate will have:

- 5+ years of experience in the small-mid ticket leasing industry with a current book of business in the Truck/Trailer Industry
- A proven track record of success in new business development
- Expertise in structuring Lease Programs
- Proficiency with the use of a financial calculator (HP17B) and TValue program
- A solid grasp of ACT! software, MS Office, credit/lease documentation process as well as financial analysis (i.e. balance sheets, income statements)
- An entrepreneurial spirit with a professional attitude and strong business ethics

Trinity is committed to their National Account Managers by offering dedicated lease processors, sales support, customized marketing materials, personalized vendor e-commerce sites, and a base salary and generous commission plan with no upper limit. Additionally, Trinity offers comprehensive benefits, including medical, dental and a 401k plan. To apply for this position, please visit [www.bankofthewest.com](http://www.bankofthewest.com) and follow the link at the top of the home page to Employment.

For information about Trinity, please visit our website at [www.trinitycapital.com](http://www.trinitycapital.com). Bank of the West and its subsidiaries are equal opportunity/affirmative action employers.