

NATIONAL ACCOUNT MANAGER – TRUCK/TRAILER INDUSTRY

Excellent opportunity to join a leader in the equipment financing industry with an established reputation in the Truck/Trailer marketplace. If you have established relationships in this Industry, producing a minimum of \$500K a month in volume – then this is a great opportunity for you, so READ ON!

Trinity Capital Corporation, a wholly owned subsidiary of Bank of the West, is a market leader in offering innovative small-mid ticket (\$5K - \$500K) 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. Trinity offers 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.

Responsibilities include:

- Prepare annual and quarterly business plans, detailing how goals will be met or exceeded.
- Manage the vendor relationship from initial point of contact through account maintenance and ensure profitability of 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. Pricing guidelines are established monthly.
- Prepare thorough and concise application/credit packages to our Credit Department.

Successful candidates should have the following qualifications:

- Two or more years experience in the small-mid ticket leasing industry with a current book of business in the Truck/Trailer Industry.
- Proven track record in new business development.
- Expertise in structuring Lease Programs.
- Proficient use of financial calculator (HP17B) and TValue program.
- Excellent knowledge of ACT! and a good understanding of Word and Excel.
- Good knowledge of the credit and lease documentation process.
- Basic understanding of financial analysis (i.e. balance sheets, income statements).
- Entrepreneurial spirit with a professional attitude and strong business ethics.

Trinity Capital Corporation 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 Capital offers comprehensive benefits, including medical, dental and 401k plan. For information about us, please visit our website at www.trinitycapital.com.

Motivated individuals should email their resume and cover letter to:
jobs-sales@trinitycapital.com.