



## CAREER OPPORTUNITIES

### **Dealer Account Manager(s)** *Minneapolis, MN*

Seeking a highly motivated salaried Dealer Account Manager(s). The successful candidate will be responsible for initiating new business with automobile dealers for sub-prime point-of-sale financing along with maintaining existing business. We are seeking an individual who can build relationships with franchise and independent dealers.

#### **Job Responsibilities to include:**

- Build relationships with automotive dealers by providing the highest quality customer service in the industry
- Achieve volume, pricing and efficiency standards by effectively managing dealer relationships
- Provide follow-up on all pending and approved deals
- Educate dealerships on efficiency goals by effectively communicating with dealers in regards to closure, book-to-look and booked-to-approved performance
- Analyze deficiency trends and portfolio performance and follow up with dealerships that do not meet Company minimum standards

#### **Requirements:**

- Some overnight travel required.
- Must have at least three (3) years of successful sales experience within the indirect auto finance industry, preferably marketing to the secondary market and familiar with the assigned territory
- A thorough understanding of the dealership operations and the auto finance industry
- Strong interpersonal skills
- Must possess strong organizational skills
- Excellent verbal and written communication skills
- Must be proficient in computer software such as Microsoft Excel and Word

Email resume to [hr@nationwideloans.com](mailto:hr@nationwideloans.com) or fax to (773) 824-3915  
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### **VP, Sales** *Rosemont, IL*

In this role and as a member of the company's Executive Committee, the right candidate will have the opportunity to contribute directly to the continued growth of one of the most dynamic providers of finance services to dealerships today. We encourage innovative thinking, a disciplined approach to business and the ability to nurture talented individuals into successful teams.

Based in our corporate office in Rosemont, our National Sales Manager will be responsible for providing strategic direction to the sales team, directly overseeing Regional Sales Managers (RSM) and the operational elements related to the company's planned growth into new territories and guiding each of the company's regional sales territories towards specific, clearly enumerated goals.

#### **Job Responsibilities to include:**

- Recruiting, developing and coaching a high performance sales team
- Leading the sales team to achieve their goals and objectives, including disciplined sales tracking and reporting, as well as management of the sales organization's results and associated expenses that contribute to the company's growth and profitability goals
- Conducting meetings to ensure the team is educated on company policy changes
- Directing the development of strategic and tactical plans to achieve sales/marketing objectives

- Leading company positioning and the creative development process to help drive company profits
- Conducting competitive analysis and tracking industry standards
- Coordinating various marketing functions, including events and dealer promotions, etc.
- Developing innovative means to market company financing products to participating dealers

**Requirements:**

- A minimum of 10 years demonstrated successful experience managing a sales force
- A minimum of 10 years leadership experience in an automotive finance company; sub-prime auto finance experience is highly preferred
- Exceptional team skills and proven success in recruiting, motivating and coaching sales professionals
- Technology proficient (Microsoft Office)
- Excellent communicator with outstanding verbal, written, negotiation and presentation skills
- Ability to travel as necessary, greater than 50%

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