



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 or fax to (773) 824-3915
EOE