

Job Posting – Business Relations Representative (Eastern Region)

ABOUT US

Canadian Equipment Finance & Leasing Inc. (CEF) is a high-performance equipment finance and leasing company specializing in coast-to-coast debt financing solutions to various industries including transportation, construction, forestry, oil & gas, manufacturing, aircraft, and many more. Our team is comprised of equipment finance experts with years of financing experience. Delivering for our customers is where we excel.

CEF has been in business since April 2, 2009. Since our inception we have financed/leased over \$1.1 billion. We have a track record of helping our customers grow and providing them the capital to fuel that growth. We work alongside our customers to choose the right capital, structure, and product to best meet their needs. If we're not deploying our own capital, we are working with one of 30+ funding partners to deliver better deals and better experiences for our customers.

LOOKING FOR A DYNAMIC WORK ENVIRONMENT?

- CEF's culture is based on looking after the needs of our customers and building long-term relationships based on our ability to find solutions for our customers and execute on our promises.
- CEF's growth has been established because of the experience of the team and their ability to make swift decisions.

LOCATION

- Home based with frequent daily travel depending on territory:
 - Greater Toronto Area
 - Southwestern Ontario
 - Atlantic Provinces
 - Quebec

POSITION / ROLE

Canadian Equipment Finance is looking for a full time Business Relations Representative who:

- Is a self-starter and highly motivated to build relationships and generate solutions for customers.
- Has a strong aptitude for financial concepts and comfortable with traditional lending parameters.
- Is a solid communicator that is detail and goal oriented.
- Is a likeable and relatable individual (people like doing business with people they like!).

RESPONSIBILITIES

- Implement a business strategy that drives equipment leases and loans for the CEF portfolio.
- Design, implement and manage a solicitation plan through our CRM system.
- Gather important financial and company specific information from customers that is essential for risk evaluation, proposal and credit approvals.
- Prepare & present proposals to prospective customers.
- Liaise with CEF's management and underwriters to obtain credit approvals.
- Negotiate financing terms and conditions with customers.

- Ensure that all required paperwork is complete, accurate and submitted for approvals & funding.
- Provides timely and accurate reports as required.
- Attends and participates in business/trade events as required to broaden CEF's marketing.
- Attends and participates in company sales meetings.
- Meet the business development targets on monthly and quarterly basis.
- Must be willing to travel within assigned territories.

COMPENSATION

- Competitive salary and performance-based commission structure or 100% Commission based options available as well.
- Immediate enrollment in the company's health and dental benefit plan.

TO APPLY

Please send cover letter and resume via email to Brady Dunlop, Senior Vice President, at brady.dunlop@cefl.ca. Position will remain open until a suitable candidate is found.