

Job Posting – Business Relations Representative

ABOUT US

Our roots date back to the 1980s and since then we have become a leading nationwide equipment financing company. We serve a coast to coast customer base from a wide range of industries including transportation, construction, mining, manufacturing, forestry, oil & gas, and many more. 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.

POSITION / ROLE

The Business Development Representative role is relationship building in its purest form. With a mandate to develop and deepen relationships with key prospects and customers within a well-defined geographic territory, you will be able to apply the skills and strategies that you have successfully used in the past to generate results. You will immediately become a key part of a high-performance team supported by experienced and efficient credit and funding teams to help drive business growth and transactional volume. If you have been trying to shed bureaucracy and simply want to focus on generating business, the flexibility of this position will be liberating over the long-term.

LOCATION

We're hiring two remote/ on the road positions in the following areas:

- Kamloops/ Prince George, BC
- Saskatchewan

RESPONSIBILITIES

Key responsibilities of the position will include:

- Execute a contact management plan with your carefully selected list of target accounts
- Demonstrate strong active listening skills to understand customer needs
- Effectively communicate with internal and external business partners to close business
- Strong attention to detail with clear communication through the entire sales process

QUALIFICATIONS

- Post-secondary training in commerce or business administration is an asset
- Professional sales capabilities (active listening, emotional intelligence, face-to-face interaction)
- Exceptional verbal and written communication skills
- Ability to prioritize and execute multiple tasks in a timely manner
- Key Attributes: high integrity, motivated, hard-working, and entrepreneurial
- 5+ years of professional sales experience

COMPENSATION

- Base salary with performance-based commission structure
- Immediate enrollment in the company's health and dental benefit plan

TO APPLY

Please send cover letter and resume via email to Dustin Bosch, Vice President, at dustin.bosch@cefl.ca. Position will remain open until a suitable candidate is found.