

<https://www.ucfs.net/job/sales-rep/>

Outside Sales Representative

Description

The UCFS **Outside Sales Representative** is responsible for achieving established sales targets to meet company objectives. UCFS sells B2B, and this sales rep will execute sales plans to promote sales growth in assigned product vertical(s). UCFS business customers offer consumer financing, so more of their customers can make a purchase. (Think cash, credit card and monthly payments – payments being consumer financing from UCFS). We're looking for a hunter with the ability to deliver solid sales growth and service business customers by exceeding their expectations.

Responsibilities

- Drive the development of new business for assigned products. (Sell to and work with businesses that UCFS targets.)
- Execute the annual sales plan in support of organization strategy and objectives. Providing detailed activities calendar and sales plan.
- Phone communication and sales, face-to-face relationship building, attending client meetings, reporting activities and results.
- Maximize profit and increase product or service visibility through personal sales efforts.
- Execute the business plan for entry into new consumer financing markets.
- Gather information and data related to business customer and prospect interactions.
- Identify and pursue new business targets.
- Close sales through persistent use of methods such as follow-up calls and emails.
- Effectively communicating with business owners to establish strong business relationships.
- Work closely with the marketing function to support channel and partner programs.
- Act as the internal and external “champion” to the UCFS businesses.
- Ensure effective communications are used in driving sales plan objectives.
- Create a culture of success and ongoing business and goal achievement.
- Act with entrepreneurial conviction to innovate new selling tools & rigor that is implemented across the entire field organization.
- Develop and maintain key client relationships at store and leadership levels with the clients.
- Engage internal functions of sales/marketing/operations to provide VOC, Extra Effort Strategies and reporting rigor.

SKILLS AND ABILITIES

- Ability to work independently with minimal supervision.
- Demonstrate quantitative analysis of acquisition, activation & account retention programs.
- Ability to understand client culture & values through relationship-building process.
- Ability to develop and delivery persuasive presentations.

Hiring organization

United Consumer Financial Services

Employment Type

Full-time

Duration of employment

Permanent Position

Industry

Financial Services

Job Location

Westlake, Ohio

Working Hours

full-time position

Valid through

09.05.2024

- Proven results in achieving sales goals / targets.
- Results-oriented with proven results through self and others.
- Excellent organization skills.
- Communicates effectively (verbally and in writing) to a wide range of internal and external customers/clients/management.
- Knowledge of current and potential market trends and understand the scope and impact those trends have on underwriting business.
- Ability to recognize opportunities to enhance the process flow to increase efficiency.
- Strong customer service ability and superior organizational skills.
- Problem-solving and decision-making ability. Ability to execute.
- Attention to detail. Thorough with a strong ability to see projects through to completion.
- Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.
- Proficiency with a computer, standard office equipment, smart phone, and computer programs including but not limited to Microsoft Office Suite (Outlook, Excel, Word, PowerPoint). Internet/search engine savvy. HubSpot (CRM) experience is a plus!

Qualifications

- BA/BS degree preferred.
- 5+ years sales experience; consumer credit lending experience a plus
- Territory management/client development experience.
- Previous field sales experience

Working conditions

- This position operates in a professional office environment at UCFS offices in Westlake, Ohio.
- This is a full-time position.
- Some travel is required.