

## **JOB DESCRIPTION**

Date: January 2025

**JOB POSITION: ITHACA Internal Sales**

**REPORTING TO THE:** ITHACA Manager

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Reporting to the ITHACA Manager, the internal sales will support to the assigned account manager when he is visiting clients and also in defined task for standard deals.

The ideal candidate would be responsible for attending brokers, dealers and vendors that cooperate with the company being the account manager in charge of maintaining the relationship with them. For standard deals the front tasks are delegated to the internal sales profile.

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### **MAIN RESPONSABILITIES**

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- Cooperate with Account Manager or CAM teams to increase the volumes of business chosen with the assigned Manager.
- Maintain frequent contact with dealers, vendors, brokers and direct end user.
- Carry out proactively phone calls and emails to end user customers asking for documents to the risk process admission, to prepare the contract or signed contract payments.
- Manage a proper communication on deal progression to all interested parties, providing an overall "best in class" Service to all parties.
- Fully involved supporting flow business mainly for Vendor Business' dealers (front tasks), independent dealers and local manufacturers (not vendors).
- Cooperate mainly with risk and collections departments and with the rest of the company.

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### **EDUCATIONS AND SKILLS**

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- Degree in Business Administration, Economics, Marketing or similar.
- Minimum B2 level of English.
- Experience of 2 or 3 years in financing or banking sector.
- Knowledge of assets of Industry, Transport and Agricultural market is required.
- Ability to empathise with the Customer and influence in customer decisions.
- Strong skills to present deals and challenge referrals and declines.