

JOB DESCRIPTION

JOB POSITION: **Junior Inside Sales**

REPORT LINE: HEAD OF INDUSTRY, TRANSPORT, AGRI DIVISION

JOB DESCRIPTION

Professional with at least 1 year

Responsible for attending brokers dealers and vendors that are cooperating with us through an Account manager in charge of the relationship considering that for standard deals the front task are delegated in Internal sales

Knowledge of assets of Industry, Transport and Agricultural market are requested.

The internal sales will support the account manager when he is visiting clients and also in defined task for standard deals.

The role will report to Head of division located in SGEF Madrid.

RESPONSABILITIES AND MAIN FUNCTIONS

- Cooperate with Account Manager or CAM teams to increase the volumes of business booked with the assigned Account managers and business areas
- Maintain frequent contact with dealer / vendor / broker and direct end user.
- Proactively make telephone calls and email communications to end user customers to ask for documents for risk admission process or for preparing the contract or for payment of signed contracts. Manage the communication of deal progression to all interested parties, providing an overall "best in class" service to all parties.
- Require financial documentation and use any tool needed for making a quick informed decision within agreed service standards
- Create all resulting documents to a high standard of accuracy in line with approved deal criteria on the company
- Ensure all deals are passed for paid-out according to credit acceptance terms; liaise with sales, credit, finance or customer services to resolve any issues.
- Commercial relationship management with Vendor's branches, dealers and small local manufacturers from SGEF office.
- Quotation, offer generation, offers follow-up, campaigns, support on AM on Dealers relationship and CAM
- Data introduction in SGEF IT systems, documents collection
- Fully involved supporting flow business mainly for Vendor Business' dealers (Front tasks), independent dealers and local manufacturers (Not Vendors)
- Ability to empathise with the customer and influence customer decisions.
- Have the ability to effectively handle multiple deals at different stages in the sales process.
- Contribute to set up SGEF as a funder of choice.
- Cooperate with risk and collections mainly and with the rest of the organization
- Strong credit skills to present deals and challenge referrals and declines

COMPETENCIES AND SKILLS

- **Personal:**

Lead by example and motivate others

Innovation skills

Ability to take decisions

Client oriented

Business negotiation skills

Analytical, methodological and with common sense

Strong ethics and integrity

Ability to work with effectiveness and tact in a complex corporate organization – excellent networking skills

Handle multiple accounts, deals and offers simultaneously in a challenging environment

Work transversally across the organization as required and maintain high standards of professionalism in all dealings with team members and partners

Strong written and verbal communication skills

High knowledge of current market trends and activities

Proven sales ability/success in a competitive environment.

Ability to build strong relationships

Ability to work focused on sales objectives

- **Profesional:**

Bachelor's degree in business administration, logistics, or similar

Fluent in English

Equipment finance and leasing business experience