

Inside Sales Representative

Key Responsibilities:

Contribute to the market and sales plan targets, within the boundaries of the Business Unit's strategy and vendor agreements.

- Define and implement a dealer plan and targets in order to give systematic direction to and control over dealers and or vendor partners, sales and relationship activities.
- Identify sales opportunities with dealers and or vendor partner's organization and ensure follow up of opportunities within DLL sales organization.
- Call banker relations and prospect dealers and or vendor partners and bring to attention the vendor program opportunities, in order to enthuse dealers and or vendor partners and originate quote requests.
- Generate and distribute quote proposals and rate cards to dealers and or vendor partners, on basis of quote requests.
- Support bankers and partners in their business activities, aiming at maximum exposure and knowledge of vendor program with associated dealers and or vendor partners.
- Signal improvement opportunities during program life cycle and introduce new and cross sell existing products and services to dealers and or vendor partners, in order to optimize service.
- Manage the business relationship with dealers and or vendor partners on country/territory/region level, in order to increase business, income and profitability in the short and long term.
- Management of existing business relationships with dealers and or vendor partners (by telephone). May also support more experienced Telesales Executive.
- Bring in applications for existing vendor program agreements.

Requirements

- Bachelor's Degree with insight and experience in the vendor finance market and relevant lease market (incl. assets).
- Insight in local dealer organization structure, distribution channels and vendor agreements
- Coordinates between and aligns multiple functionalities and multiple parties to structure a more complex deal
- Interacts with colleagues to bring in application existing vendor programs