



SENIOR ACCOUNT EXECUTIVE / SALES

Positions Available Nationally

With twelve years as a cutting edge industry leader, DDI Leasing is seeking to continue its growth with the hiring of Senior Leasing Specialists in the Middle Market / Technology environment. DDI began as a leader in the IBM AS/400 marketplace and has grown to represent most IT vendors with CPU, Storage and related Peripherals. Our technology focus also includes telecommunications, network, office, retail POS, Health Care/Medical and Infrastructure financing.

Program Attributes & Advantages:

- No geographic restrictions on work location or sales territory.
- Internal credit facility, as well as large and strategic funding partners.
- Technology Residual Investment
- Well established and automated Lease administrative back office function
- Solid industry reputation of excellence.
- Administrative and Technology resources enabling a productive selling environment.
- Virtual Office Network Support.
- Entrepreneurial environment.

Qualifications:

- BA/BS in finance/business or related field
- Five (5) years of experience with a proven track record selling into medium to large sized businesses with transaction sizes of (\$100,000-3,000,000+).
- Verifiable track record of success. Current book of business (desired).
- Exceptional verbal and written communication skills.
- Consultative Orientation – Has solid technology and industry knowledge in chosen niche. (AS/400 and related vendors desired – other disciplines also welcomed)
- Ability to build and maintain long-term relationships – repeat business key.
- Ability to work independently with minimal supervision
- A self-starting, winning attitude and work ethic to succeed.

Responsibilities:

- Build upon and transfer existing relationships of current accounts.
- Prospect new accounts with responsibility to negotiate pricing, lease structure and T&Cs based on customer needs and market conditions.
- Maintain and build expertise (technology/industry) to serve as client consultant.
- Work hand-in-hand with the Leasing Administrative Operations Team to ensure we maintain superior client service levels.
- Use judgment within defined business practices and procedures.

Compensation / Benefits:

- Most competitive, no caps and based on gross profit attainment.
- Salary/Draw commensurate with experience and potential book of business.
- Our comprehensive benefits package includes paid vacation, 401k, medical & dental insurance and disability benefits.

How to Apply:

Go to our website at www.ddileasing.com and submit your resume under the Careers tab.