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# Example of Auto Finance Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of auto finance manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for auto finance manager

* Participates in the Product Development LifeCycle with product management, IT security/Compliance, Sales, Marketing, Account Managers and Development
* Maintains and develops business by identifying new opportunities and demonstrating value to customers, which requires a thorough knowledge of bank and competitor products
* Work with Business Development Manager also assigned to this Fiat Chrysler Auto
* Coach/Mentor Business Development Managers within region
* Act as primary conduit to Fiat Chrysler Auto Business Center Dealer Placement Team
* Lead all Business Development Manager training initiatives
* Defining risk appetite by identifying current and emerging trends and their associated risks
* Manage team resources effectively and be accountable for meeting/exceeding established benchmarks
* Implement oversight and calibration exercises to ensure consistency in credit decisions
* Delegate appropriate lending authority, based on individual skill level, and ensure authorities are adhered to, reviewed and understood

## Qualifications for auto finance manager

* Ability to manage details and recommend process changes to streamline and automate manual processes
* Inspire and foster team commitment, spirit, pride and trust
* Knowledge of the auto finance industry, understanding of auto finance originations processes including Sales/Credit Management/Funding, and Risk Management, are essential
* Effective communication skills in planned and ad hoc situations
* Experience managing to specific marketing KPIs and reporting out to the business on a regular basis
* Act as a subject matter expert for development of policy, metrics, and portfolio management for the Auto Finance product