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# Example of Equipment Finance Job Description

Our innovative and growing company is hiring for an equipment finance. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for equipment finance

* Research prospects and make cold calls to establish appointments and drive leads for Executive Sales Officers
* Assist Executive Sales Officers with maintaining strong relationships with clients
* Set up and track paperwork for client appointments, attend client meetings as needed
* Review all documentation for completeness and suitability and work with clients to obtain information needed for any open administrative items
* Managing the drawdown process for clients
* Through direct selling, generate qualified equipment finance and leasing leads, proposing on and eventually closing required amounts of business
* Properly and consistently recording customer and prospect data and sales efforts in all company used databases and management systems
* Identify and understand key risk elements of potential transactions and lessees/borrowers and work effectively with group leaders to competitively structure and price transactions that are candidates for underwriting or syndication
* Assume primary responsibility for transaction management after award
* Proficiently identify cross-selling opportunities with prospects and customers and arrange access to the decision makers in those accounts for other product specialists within the bank

## Qualifications for equipment finance

* Contribute to Leasing’s growth objectives by delivering innovative and effective lease solutions to clients
* Contribute to business unit performance objectives for growth (sales, revenue, volume and new customers) and credit loss/non-performing leases
* Ensure CTP of the portfolio meets or exceeds targets
* High degree of confidence in presenting arguments / recommendations to next level of mgt regarding terms and documentation outside of range of authority
* Specific knowledge of Infolease
* Experience in bank affiliated leasing subsidiary