



## Example of Auto Finance Manager Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

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