

# Business Development Specialist

Peoples Bancorp Inc - Batavia, OH

## Job Description

### Job Purpose:

This position will be responsible for both developing new business and managing existing relationships. New opportunities can be acquired thorough a variety of strategies: telemarketing, customer visits, online searches, attending specific equipment industry tradeshows and referrals. Existing relationships may be transferred from existing books of business or from internally sourced referrals. This position works with the specific goal of identifying and growing profitable relationships and expediting the growth to reach predetermined annual funding goals.

### Job Duties:

Responsible for establishing new contacts to generate additional business opportunities through cold calling, investigating company generated leads, prospecting, and closing sales.

Implement and develop vendor manufacturing and dealer network finance programs across numerous industries.

Will consistently increase knowledge and effectively communicate equipment financing and leasing product offerings to drive conversion and development of relationships.

Provide the highest level of service to existing clients and proactively seek to deepen and enhance the relationship that can lead to the identification of future business opportunities.

Will be responsible for maintaining good working relationships within the company including Underwriting, Documentation, and Funding departments.

### Education, Job Skills and Qualifications:

Bachelor Degree or equivalent experience in a business or sales related field.

2+ years outside or inside sales experience in the financial services related field or marketing experience within a finance environment.

High degree of self-motivation, a self-starter and driven.

Creative, productive, and forward thinking.

Excellent communication and presentation skills as well as sales/closing skills.

Leadership skills and confidence in own abilities.

Ability to effectively interact in a positive manner with customers as well as both internal and external partners.

Passion for selling and a strong set of personal goals for achievement.

Detailed-oriented and highly organized.

Strong computer skills, including Microsoft products.

### Basic Qualifications:

Bachelor Degree or equivalent experience in a business or sales related field.

2+ years outside or inside sales experience with a finance background.

Strong communication skills.

Excellent sales and closing skills.

### Compensation:

We offer a competitive compensation package based on experience.

To kick-start your employment at North Star Leasing, we provide warm leads and classroom training by our team of professionals.

Equal Opportunity Employer M/F/Disabled/Vet;

For inquiries regarding employment with North Star Leasing a division of Peoples Bank, contact:

Jason Nadeau - VP Leasing Sales Manager 802-860-3586

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