

DLL is a global provider of asset-based financial solutions in the Agriculture, Food, Healthcare, Clean Technology, Transportation, Construction, Industrial and Office Technology industries. We collaborate with equipment manufacturers, dealers and distributors in more than 30 countries to enable businesses to obtain and use the assets they need to contribute meaningfully to the world.

Your function

The **Inside Sales Executive** will identify and pursue sales opportunities and build commercial relationships via telephone, marketing-led email and social media campaigns with small-to-medium size businesses who are looking for a long-term, flexible financing partnership. This opportunity offers extensive training in sales, leasing & financing, and DLL's usage-based products and service offerings.

Day to Day:

- Contribute to the market and sales plan and targets, within boundaries of Direct Solutions strategy and end user agreements.
- Define and implement a sales plan and targets in order to provide flexible financing arrangements to small-to-medium end user businesses.
- Identify sales opportunities with end user businesses and ensure follow up of opportunities within DLL sales organization.
- Generate and distribute financing quote proposals to end users based on quote requests.
- Expand the end user financing relationship past the initial asset group into new assets that DLL finances.
- Signal improvement opportunities during program life cycle and introduce new usage-based products and cross sell existing products and services to end users in order to optimize service.
- Manage the business relationship with end user businesses on a country/territory/regional level, in order to increase business, income and profitability in the short and long term.
- Management of existing business relationships with end user businesses (by telephone). May also support more experienced Inside or Field Sales Executives.

Essentials

- Bachelor's Degree in Business, Marketing, Economics, Finance or other related degree
- 1-2 years of relevant work experience
- Proficient in MS Office Suite; Knowledge of Salesforce CRM is a plus
- Interest in sales, with the desire to work with clients to provide financial solutions for their business
- Strong communication skills with the ability to work cross functionally between departments

All members enjoy

- Two working days per year volunteering for a local charity
- Career development opportunities: online learning, member development programs, Tuition reimbursement program.
- Company matching 401k program
- Industry leading Paid Time Off package
- Outstanding Medical, Dental, Vision benefit programs