

## Account Manager

### Key Responsibilities:

- Develop, implement and roll out program agreement in cooperation with local dealer
- Liaise with all functional disciplines on program development
- Align all sales and operations activities to new program needs
- Monitor and manage program performance
- Manage dealer and partner relationships throughout the relationship life cycle
- Contact (visit/call)dealer relations and prospective dealers on collaboration opportunities or dealer relations on existing agreements
- Gain support for vendor/partner DLL proposition

### Bring in application programs

- Set-up lease quotes and enter quote determinants
- Generate payment plan, pricing, quote proposals and rate cards; distribute quote proposals and rate cards

### Dealer support

- Organize and provide information and training to dealers and partners on program
- Support dealer interactions with end users from a financing expertise perspective

### Account/dealer development

- Introduce new and cross sell existing products and services to (local) dealers
- Develop commercial interdependencies to expand lease penetration rate

### Complex transactions/deals

- Structure complex transactions/big deals deviating from program agreement
- Balance interests of dealer organization, end-user and DLL
- Involve all relevant expertise (credit risk, fiscal, legal, etc.) and bring together internal parties to structure the deal

### Requirements

- Bachelor's Degree with insight and experience in the vendor finance market and relevant lease market (incl. assets).
- Insight in local dealer organization structure, distribution channels and vendor agreements
- Coordinates between and aligns multiple functionalities and multiple parties to structure a more complex deal
- Interacts with colleagues to bring in application existing vendor programs
- Ability to travel at least 50% within assigned territory