

The **Commercial Development Program Executives** (in training) will develop the skills necessary to identify and pursue sales opportunities and build commercial relationships. They will learn to understand DLL's sales and marketing processes by implementing business activities that cross the diverse industries of DLL. Utilizing telephone, marketing-led email and social media during an approximate 6-month structured program designed to prepare the position for a role in Sales with DLL. **Program cohorts will start in January and June.**

This opportunity offers extensive training in sales, leasing & financing, and DLL's usage-based products and service offerings.

Key Responsibilities:

Grow your core lease and finance sales skills and contribute to the Business Targets within boundaries of DLL's Commercial Development Team.

- Learn and train to articulate DLL's value proposition in diverse customer focused selling situations.
- Support the direct contact with DLL portfolio customers to provide them with a great Customer Experience and positioned continued new business.
- Define and implement a sales plan and targets to provide flexible financing arrangements based on specific customer focused operational and commercial projects and objectives.
- Identify sales opportunities with end user businesses and ensure follow up of opportunities within DLL sales organization.
- Generate and distribute financing quote proposals to vendors, dealers and 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 to optimize service.
- Manage the business relationship with end user businesses on a country/territory/regional level, 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.
- Prepare for next role in Sales with one of the 8 GBU's.

Your Profile:

- Course work or experience normally obtained through enrollment in a Business, Sales, Marketing, Economics, Finance, or other related degree
- Relevant work experience or internships (preferably 1 to 2 years)
- Proficient in Microsoft Excel, Word, and PowerPoint
- Working knowledge of Salesforce CRM platform, 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

We Offer:

- Two working days per year volunteering for a local charity
- Flexible hours with possibility to work from home (within job scope)
- Career development opportunities: online learning, member development programs
- Highly competitive benefits