

INSIDE SALES - LOAN OFFICER

DETAILS

Location:
Kennesaw, GA

Salary Range:
Base + Commission

Position Type:
Full Time

Travel Required:
None

HR Contact:
Madeline Wade, mwade@ioufinancial.com

Will Train Applicant:
Industry Training

JOB DESCRIPTION

IOU Financial is seeking a retail loan officer to assist Small Business owners with working capital needs across North America. The ideal candidate will have an outgoing personality, ability to have fun while they work, possess exceptional sales skills, and be experienced in managing a high volume of **warm** leads per month.

RESPONSIBILITIES

- Close new business consistently at or above quota level.
- Understand and apply proven concepts of deal structure and strategy that are proven models for successful achievement.
- Follow up on leads and maintain an active pipeline daily.
- Provide ideas to improve techniques and challenge management with new approaches to business processes.

QUALIFICATIONS

- Must be fluent in French Canadian oral and written communication.
- 2+ years professional sales experience preferred or equivalent education
- 2 years of experience selling a regulated financial product via phone preferred (no licenses are required for this position). Consumer credit sales experience is a plus.
- Strong written communication skills. Able to use email as an effective and efficient sales tool.
- Outstanding organizational skills. Able to leverage and improve systems to manage a high volume of leads.
- Experienced user of Salesforce and Microsoft Excel.
- Thrive in a fast paced environment.
- Must be self- directed, able to work independently, and on a team in a fast paced environment.
- Bachelor's or Associates Degree in sales or marketing preferred.

PREFERRED QUALIFICATIONS

- Proven leadership ability.
- Ability to set and manage priorities judiciously.
- Excellent written and oral communication skills.
- Excellent interpersonal skills.
- Ability to articulate ideas to a broad audience.
- Exceptionally self-motivated and directed.
- Keen attention to detail.
- Ability to motivate in a team-oriented, collaborative environment.

ABOUT IOU FINANCIAL

IOU Financial is a leading online lender specialized in helping small businesses with a healthy cash flow. Providing a unique approach to lending through an advanced, automated application and approval system, IOU Financial is able to accurately assesses applicants' financial realities. Small business loans are available of up to \$150,000 to qualified applicants in only 24-48 hours. Speed and transparency make IOU Financial a trusted alternative to banks. IOU Financial operations is based in metro Atlanta, Georgia with headquarters in Montreal, Canada and publicly traded (TSX-V: IOU). For more information, visit <http://IOUFinancial.com>.

IF YOU ARE INTERESTED IN APPLYING, PLEASE EMAIL MADELINE WADE, ATTENTION:
[Human Resources, Inside Sales Loan Officer Position](#)