

# INSIDE SALES-ACCOUNT EXECUTIVE

## DETAILS

**Location:**  
Kennesaw, GA

**Salary Range:**  
Base + Commission

**Position Type:**  
Full Time

**Travel Required:**  
None

**Contact:**  
Mark Schrews  
careers@ioufinancial.com

**Will Train Applicant:**  
90 Day Program

## JOB DESCRIPTION

IOU Financial is adding to its team of Wholesale Account Executives to continue building our base of Business Loan Brokers and other referral sources. 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 accounts and loan fundings.

## RESPONSIBILITIES

- Cultivate and develop new referral sources.
- Drive new application and renewal volume.
- Follow up on submitted loans and maintain your individual pipeline.
- Meet company minimums for submitted and funded volume.

## QUALIFICATIONS

- Ability to build trust and rapport with current and new brokers to drive high loan volume.
- 2 years sales experience, selling a 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.
- Thrive in a fast-paced environment.
- Must be self-directed, able to work independently, as well as work in a team environment.

## PREFERRED QUALIFICATIONS

- Strong desire to drive personal earnings.
- Ability to set and manage priorities judiciously.
- Excellent written and verbal communication skills.
- Excellent interpersonal skills.
- Ability to articulate ideas to a broad audience.
- Keen attention to detail.

## 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 assess applicants' financial realities. Small business loans are available up to \$300,000 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 MARK SCHREWS, ATTENTION:  
Sales Account Executive Position**