

PARTNER ACCOUNT EXECUTIVE

DETAILS

Location:

Kennesaw, GA

Salary Range:

Small base + commission

Position Type:

Full Time

Contact:

Joshue Zickefoose (JZ), jz@ioufinancial.com

Travel Required:

None

Will Train Applicant:

Yes

JOB DESCRIPTION

The ideal candidate will be an experienced sales person who is comfortable generating sales by working with a network of partners. This candidate will be able to understand a partners' business and their goals as well as the goals of the end client. The ideal candidate will have strong communication skills and have a positive track record of exceeding outlined goals.

RESPONSIBILITIES

- Inside Sales
- Works with commercial loan brokers to drive loan volume for IOU
- Trains brokers on types of loans IOU will fund and helps them understand our offering
- Holds brokers accountable for closing business on a regular basis
- Assist in loan closings by working as the intermediary between underwriting and the broker / merchant (borrower)
- Develops new business by finding other qualified brokers to sell IOU products
- Meets or exceeds new loan targets by leveraging the broker network to solicit submissions and closing business with IOU
- Small base salary and uncapped commissions

QUALIFICATIONS

- Proficient in Microsoft Office suite and customer relationship management software
- Demonstrated ability to set goals and achieve them
- Strong communication skills and understanding of sales process
- Experience in managing a book of business

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 \$500,000 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 <https://IOUFinancial.com>.

IF YOU ARE INTERESTED IN APPLYING, PLEASE EMAIL YOUR RESUME TO JZ WITH SUBJECT LINE:
PARTNER ACCOUNT EXECUTIVE