



Position Description: **Business Development Consultant**



Beacon Funding Corporation Our Company

Beacon Funding Corporation, headquartered in Northbrook, IL, is a privately held financing company specializing in funding solutions for manufacturers and distributors of equipment in the screen printing, embroidery, commercial vehicle and construction industries. Since 1990, Beacon Funding has focused on being a "specialist" in the select markets it serves. As a result, we differentiate ourselves by offering clients a wider range of equipment financing options.

Our Focus

More than ever before, equipment manufacturers are faced with intense competitive and economic pressures. They are looking to get their product to market quickly and at lower costs while maintaining the high level of quality that their clients have come to expect. Equipment payment options need to be flexible, innovative and competitive in order to allow a wide range of companies the ability to acquire the more expensive technology they need to grow and prosper.

As a result, today's equipment manufacturers are embracing "specialty" vendor leasing partners such as Beacon. They are moving away from general lenders typically unable to accommodate the specific borrowing needs of many niche markets. Beacon has long been a nationwide leader in providing flexible and creative leasing solutions to the wide variety of niche markets in which it conducts business.

Visit our websites in the box on the right to learn more about Beacon Funding.



Business Development Consultant The Position

Beacon Funding is seeking strong sales personalities capable of developing new relationships with manufacturers and dealers of commercial vehicles, boom trucks, and work trucks.

Responsibilities:

- Outside sales activity - new business and account management
- Telephone sales activity - new business and account management
- Networking activity
- Vendor presentations
- Vendor support - tradeshow, sales meetings, joint calls, and T&E
- Manage leasing transactions from application through the proposal acceptance (All lease documentation performed by our administration team)
- Build strong internal relationships with credit, lease administration and management
- Ongoing product and sales education

Qualifications:

- To succeed, candidates must possess a strong selling personality: *self-esteem, accepts 100% responsibility, strong work ethic, ambitious, empathetic, goal-oriented, willpower, determination, trustworthy*
- Leasing, financial, equipment and/or B2B sales a plus
- Strong interpersonal, verbal and written skills required
- Four-year college degree required

Benefits:

- Base salary PLUS commission
- Product & sales training
- Profit-sharing (8% average annual contribution)
- Market leader in use of technology
- Qualified leads (no phone book calling)
- Growth opportunities
- Full medical coverage
- Travel opportunities
- Expense account

How To Contact Us To Apply

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