

# Tow, Boom, & Work Truck BUSINESS DEVELOPMENT CONSULTANT



## Position Description

Beacon seeks a strong sales personalities capable of new business development in the tow truck, boom truck and work truck equipment financing/leasing marketplace.

*Title* Business Development Consultant *Location* Home-based

*Territories* Sales territories are account-based and are available throughout the United States.

## Company

Beacon Funding is a privately held equipment financing company specializing in funding solutions for manufacturers, distributors and dealers of tow, boom, and work trucks. Beacon Funding focuses on being a specialist in the select markets it serves. As a result, Beacon differentiates itself by offering start up and existing business clients a wider range of equipment leasing and financing options.

## Job Responsibilities

- Source equipment leasing and financing applications that will be processed by Beacon Funding's inside sales team;
- Outside sales, new business, and relationship management sales activity;

## Other Sales Activity

- Telephone sales activity, networking activity, face-to-face, and webinar vendor presentations,
- Vendor support including trade shows, sales meetings and joint client calls;
- Maintain acceptable territory management, sales activity, new business pipeline and profitability.

## Qualifications

To succeed, candidates must possess a strong selling personality including:

- interpersonal, verbal and written skills;
- Candidate will need to demonstrate strong relationships with tow, boom, and/or work truck manufacturers and dealers;
- Candidate will need to demonstrate equipment financing and/or equipment sales experience;
- Candidate will need to demonstrate stability of employment.

## Benefits

Founded in 1990 and headquartered in Northbrook, IL, Beacon Funding offers its sales team robust marketing support and an excellent compensation package that includes a competitive base compensation, no-cap commission plan, business expense reimbursement, 401K, profit-sharing, sales incentive bonus, and medical insurance.

## Websites

www.beaconfunding.com  
 www.commercialtruckfinancing.com  
 www.boomtruck.com  
 www.equip-used.com

## How To Apply

- Visit [www.beaconfunding.com/bdcrecruit](http://www.beaconfunding.com/bdcrecruit), fill out the form, and attach your resume.
- Alternatively, fax your application to Elizabeth Oliva at 847-897-1764 or email it to [eoliva@beaconfunding.com](mailto:eoliva@beaconfunding.com).

## Contact Beacon

Elizabeth Oliva

3400 Dundee Road, Suite 180  
 Northbrook, IL 60062  
 Phone: 800-866-6396  
 Fax: 847-897-1764  
[eoliva@beaconfunding.com](mailto:eoliva@beaconfunding.com)