



Job Responsibilities:

- Develops and participates in a sales calling and field visit plan to develop sources of loan originations from auto dealerships in market area
- Develops and maintains effective working relationships with indirect auto dealers and referral sources through regular on-site visits (in the field) and through calling campaigns.
- Acts as the primary liaison between the Credit Union, members, and approved dealers to insure positive outcomes
- Distributes Credit Union auto marketing materials and loan information to new and participating dealerships
- Monitors competitor rates, terms, and pricing frequently and makes recommendations as needed to maintain competitiveness and profitability
- Tracks dealer activity, market trends, and competitor programs
- Makes recommendations to senior management regarding potential indirect lending program improvements
- Complies with all consumer lending procedures, policies, and regulatory requirements

Job Requirements:

- College background is preferred but not required
- Experience in sales or relationship management.
- Experience in loans or related financial products a plus.
- Results oriented with proven sales and relationship building experience
- Excellent interpersonal and strong communication skills
- Strong analytical and organizational skills
- Proficiency in Microsoft Office.

Additional Requirements:

- Use of insured personal car for travel to dealerships (mileage re-imbusement applies)
- Valid Drivers' license and clear DMV record
- Flexible work schedule including occasional evening and week-end work