
Job Description

General Summary

Come build an empire within an amazing, progressive company. We are in the finance industry, but we don't hire backgrounds. We hire top producers. If you're average, you can earn \$50k per year with us. We are an auto loan refinancing business based out of Maple Grove, Minnesota. An ideal candidate is goal oriented with the drive to take their career to the next level in a professional sales environment. This is a unique opportunity to grow with a company with an unlimited commission potential!

Responsibilities

Our Loan Consultants are responsible for following up with our customer leads via telephone, text messaging and e-mail communication where you will interview our potential customer by discussing their auto refinancing goals. You will facilitate the communication between our potential customer and the lending institution. You will provide our customers with their refinancing options, provide information on additional ancillary insurance protection products we have to offer, provide assistance and collect the needed loan documentation to fund the loan.

Skills and qualifications

Don't even apply unless you are an overachiever and can prove it.

This is a real sales job, with quotas, hours, and big income potential.

If you are a star, you can earn \$200k plus. Young or old, if you have the stuff, we'll know. Send your resume along with an explanation as to why you think you're the best.

You don't need to have experience in sales, but you do have to have experience in the hustle and grind.

To join our team you must be an active listener with strong verbal speaking abilities, have sound judgment and decision-making skills, be service oriented, have an aptitude of social perceptiveness, advanced mathematics skills and possess extremely strong time-management and negotiation skills. Organization, follow-up and a positive attitude is key to our Loan Consultants success.

Successful Loan Consultants must be active learners and have proficient computer skills.

Requirements

- 50+ hours per week with a minimum of one Saturday a month
- Sales experience preferred
- Demonstrate good organizational skills
- High School diploma
- Resilience
- Persistence

Job Type: Commission

Earning potential: \$50,000.00 to \$300,000.00 /year