

Description

Great opportunities for growth and promotions!

This is a new position within the company and the group will grow very quickly into a large department

Pelican Auto Finance is an indirect auto lender based in Chadds Ford PA looking for candidates we can train in our industry. Our **Inside Sales Representatives** train automobile dealers to utilize our services and then follow up to ensure maximum production from each account. In this role you will team with a Regional Sales Manager to maximize sales within the territory.

The successful candidate will have an outgoing personality with a desire to start a lucrative career. Prior experience working at dealerships or in roles with heavy emphasis on outbound calls such as the insurance industry should apply. We also encourage recent college grads to apply. Company provides paid training and the position pays a starting generous hourly base + commission. First year income at plan will exceed \$40k.

Responsibilities

- Train and Manage a Large Client Base
- Teach Automobile Dealers to Effectively Utilize Pelican Services
- Work Effectively with Regional Sales Managers as well as Internal Employees
- 100+ Outbound Phone Calls Per Day
- Follow-up on All Approvals and Loan Packages
- Master the Program and All Aspects of Loan Origination

Requirements

- High Drive and Work Ethic
- Money and Achievement Motivated
- Must Pass a Background Check

Hourly + Commission Plan. Excellent benefit package and matching 401k.