

Government Leasing, LLC has been a widely trusted financing company since 1982 located in Colorado Springs, CO. Our vast experience serves equipment & software vendors, as well as finance brokers, nationwide to meet the complex needs of Government Agencies of all types.

At Government Leasing, we're dedicated to delivering innovative finance and leasing solutions while fostering an inclusive, growth-oriented culture. We are a nationwide financial firm whose primary focus is on government-related business. At Government Leasing, you'll find teammates who are inclusive, collaborative problem-solvers who go the extra mile to support one another and to meet every customer's needs.

Position Overview:

We seek a motivated and customer-focused Senior Finance and Leasing Sales Representative to join our growing sales team. In this role, you will be the key point of contact for prospective clients, guiding them through our range of financial and leasing solutions. You will leverage your expertise to understand client needs, present customized offerings, and drive successful transactions that benefit our clients and our company.

Essential Functions, Duties, and Responsibilities:

- Actively prospecting and developing new vendor and lessee relationships.
- Drives volume and further penetration in existing vendor and lessee relationships.
- Assists vendor salespeople with leasing sales training on a regular basis through sales meetings, conference calls, tradeshow, and scheduled one-on-one phone calls.
- Develops strong business relationships with both senior management and day-to-day contacts at established and newly developed vendor customers.
- Ensures all new programs are properly administered and communicated.
- Collaborates with Government Leasing's management and functional support teams to drive corporate initiatives.
- Practices ethical sales behaviors in accordance with Government Leasing's core values of Integrity and Honesty.

Required Knowledge, Skills, and Competencies

- **Education:** Bachelor's degree in Finance, Business, Marketing, or a related field.
- **Experience:** 5-7+ years in sales, preferably within finance, leasing, or a related industry.
- **Skills:**
 - Proven track record of meeting or exceeding sales targets.
 - Excellent communication, negotiation, and interpersonal skills.
 - Ability to qualify, structure, price, negotiate, and close financial transactions
 - High degree of structuring experience with financial products, including loans and FMV leases.
 - Basic knowledge and understanding of tax, accounting, and legal issues.
 - Evidence of past sales volume in government markets.
 - Ability to work independently as well as part of a collaborative team.

What We Offer:

- **Competitive Compensation:** Generous base salary plus commission and performance-based incentives comparative to individuals experience.
- **Benefits Package:** Comprehensive health, dental, and vision insurance, along with a retirement savings plan with company match.

- **Professional Growth:** Ongoing training, mentorship, and opportunities for career advancement in a thriving industry.
- **Work-Life Balance:** Flexible working arrangements to support your personal and professional life.
- **Job Location:** Remote.

How to Apply:

If you're ready to take the next step in your career and help shape the future of finance and leasing solutions, we'd love to hear from you! Please submit your resume and a cover letter detailing your relevant experience and what makes you an ideal candidate for this position to Bob DeBrase, bobd@gleasing.com, and 800-822-8070.

For more information, please visit us at www.gleasing.com