

## ***Financial Representative***

As a Financial Representative, you will manage the company's products and services including consumer lending and auto financing. You will work with local retailers to develop ongoing, and mutually beneficial merchant relationships.

Financial Representative duties will include:

- Build solid relationships with customers and employees
- Utilize sales skills and develop new business
- Evaluate loan applications, manage risk, and make credit decisions
- Present benefits of credit insurance
- Close and fund loans
- Perform collection calls, order repossessions, and initiate legal process
- This position will give you the opportunity to lead and develop a team of employees, build new customer relationships while providing exceptional customer service to our existing customers, and be a vital part of our growing company.

Applicants for this position should possess:

- An outgoing personality and competitive nature
- Self-starter with an excellent work ethic and a sense of urgency
- Sales and strong interpersonal skills
- Bilingual English/Spanish language skills preferred
- Dependable transportation and valid driver's license
- Pass pre-employment screening and criminal background checks

The Equitable Finance Company is an Equal Opportunity employer.