

Finance Solutions Specialist

Machinery Scope/Finance Scope – Alexandria, MN/Wahpeton, ND (office locations)

Finance Scope is an innovative company providing Finance Solutions to the Equipment Industry. Our Finance platform provides finance solutions with the best expertise, finance companies, and finance products all in one integrated platform. We serve Agriculture and Construction Equipment Dealers across North America.

The Finance Solutions Specialist is responsible for facilitating growth opportunities for Finance Scope, a division of Machinery Scope. Business development skills and excellent management of key Dealer and Lender partnerships are a focus by assisting these Dealer partners on originating finance and leasing possibilities for their customers. Must maintain a continuous record of revenue generation from existing accounts as well as grow business from numerous new Dealer partner opportunities.

This role manages accounts throughout the United States and Canada. This person will manage the transaction from credit application to the funding process on assigned transactions, as well as provide quoting to Dealers on lease, finance, and extended warranty requests.

At Machinery Scope and Finance Scope, we value our employees and their families and promote working as a team. We are a small company with growth opportunities as we strive to be a leader in our industries. We are serious about the added value we provide to the way people and businesses buy, sell, and manage their equipment. We pride ourselves on filling emerging gaps in the equipment industry and will have honesty and integrity in everything we do.

Responsibilities include:

- Assist and execute business development plans to meet and exceed company goals.
- Make recommendations on strategy and new initiatives based on day-to-day business activity and feedback from Dealer and Lender partners.
- Maintain close relationships between Dealer and Lender partners.
- Develop new business within current Dealer relationships and cultivate new Accounts.
- Work side-by-side with current Account Managers and Finance Scope Management to ensure a consistent and positive experience for all Finance Scope platform users.
- Work side-by-side with current Account Managers and Finance Scope Management to ensure Lender processes are followed and maintained.
- Work with current Account Managers on other Dealer Services offered within the company to assist Dealer Partners.
- Understand emphasis and focus of what makes Finance Scope unique within the industries it serves and promote daily.
- Assist Marketing personnel on all business development programs as well as new initiatives to maintain current Accounts and increase Account opportunities.
- Assist in reporting functions and creation of reports to track all business activities.
- Occasional travel may be involved for further business development or training but not expected to exceed 10% of working days.

Qualifications:

- Experience in Finance, or related field or equivalent work experience
- Ability to work in a Team Environment
- Excellent phone and email communication
- Strength in building relationships
- Proven Computer skills (MS Office, etc.)
- Attention to detail
- Ability to multitask
- Competitive spirit
- 1-5 years of equipment financing/leasing experience and/or related selling experience
- Understanding of credit/underwriting would be preferred but not necessary
- Ability to office in Alexandria, MN, or Wahpeton, ND

Benefits:

- Finance Scope offers a competitive salary and benefits package to full-time employees.
- Salary based off experience and qualifications
- Bonus Potential
- Paid Employee Health Insurance w/ HSA
- Retirement Match
- Paid Vacation & Holidays
- Paid Flex Time
- Monthly Technology Reimbursement
- Work for a small company with family values

How to Apply:

To apply, please email a letter and resume to Darrin Myhre at darrinmyhre@machineryscope.com. Questions or inquires can also be made by calling 701-653-5646.