

Regional Vice President of Sales - Leasing

ATEL Leasing Corporation (“ALC”) excels at providing equipment financing solutions to the world’s largest companies. We lease a wide range of low-tech equipment including transportation, construction, manufacturing, mining, healthcare, and energy production assets.

ATEL Capital Group, headquartered in San Francisco, California, is a pioneer in the equipment leasing industry and one of the oldest and largest independent leasing companies in the United States. ATEL is a privately held and proudly American company with expertise in all aspects of capital equipment financing and leasing, serving a wide range of industries. Since 1977 ATEL has priced, structured, and negotiated more than \$25 billion of equipment lease transactions. ATEL Capital formed ATEL Leasing Corporation Inc. to provide equipment financing to primarily investment grade companies. We currently own and manage over \$2 billion of equipment. We are committed to quality - in the services we provide and in the people that join our team.

This position, reporting to the National Sales Manager, is responsible for managing a territory with a focus on driving growth. We are looking for a dynamic, high performing sales executive to fill this critical role. The ideal candidate has a history of bringing on new business, achieving and exceeding sales quotas and enjoys the challenges that come with building relationships with businesses, equipment dealers and financial institutions.

Duties and Responsibilities:

- Generate leads that convert into new accounts
- Travel within the geographic region for face-to-face appointments
- Sourcing of new business and origination sources to increase revenue
- Create and nurture business relationships with new and/or existing clients in a book of business to ensure customer satisfaction
- Represent the ATEL brand with professionalism and integrity
- Actively participate with leadership on market ideas and expansion opportunities
- Communicate with all departments on opportunity details

- Execute timely follow-up and lead management
- Create, manage, and maintain a consistent flow of transactions
- Meet and exceed sales origination activity standards
- Keep records of sales and data using Salesforce.com
- Proactively drive account management from prospect to funding
- Manage the sales side by guiding the client through the approval and funding of the transaction
- Maintain high levels of communication with your clients and the Credit and Funding departments to ensure all items required to fund the transaction are understood by the client, completed correctly, and received timely
- Follow up with past clients to source repeat business
- Work diligently and in a manner that allows you to achieve and exceed your monthly sales quotas
- Bring a positive and competitive attitude to work
- Expect to work hard, have a good time and some fun doing it

Ideal Candidates Have the Following Skills and Attributes:

- Demonstrate selling proficiency with urgency to increase sales volume
- Self-starter with accountability to be responsible for exceeding targets
- Excellent verbal and written business communication skills with the ability to explain complex financial principles
- Professional presentation skills, excellent sales techniques, and customer service skills
- Money motivated

- History of bringing on new business and hitting assigned quotas
- Ability to close equipment financing transactions independently
- Ability to make outbound calls enthusiastically while demonstrating knowledge over the phone
- Work with a sense of urgency
- Enjoys challenges and competition
- Uses direct, action-oriented approach to solving problems, (time management is key)
- Works well within the framework of a team, while striving to excel individually
- Extremely available to clients
- Self-Motivated with a passion to succeed

Education and Experience:

- Bachelor's degree in Finance or related field, MBA preferred
- Minimum three years of successful sales experience in the equipment finance industry
- Background in fair market value (FMV) equipment leasing
- History of successfully funding \$20MM+ annually
- Successful experience with sales processes and management reporting

We offer a very competitive compensation program for the right candidate. Base salary range of 150,000 to 200,000 plus an aggressive commission structure with unlimited earning potential, benefits, great employees, and a progressive environment that encourages growth. We have decades of consistent ownership and management, and we employ a staff whose average tenure is over 10 years.

Vaccination Requirement:

ATEL Capital requires all employees to be working on-site, fully vaccinated, with booster shot, and in continuous CDC compliance against COVID-19. Applicants are required to submit proof of vaccination prior to beginning employment, and ongoing as requested. In accordance with the law, ATEL Capital will accommodate employees who cannot be administered the COVID-19 vaccine for medical or religious reasons, and applicants should contact our HR department if they have questions about this requirement or wish to request an accommodation.

A partial list of our benefits include:

- Medical, dental, vision, and life insurance
- Vacation, personal, sick leave and nine holidays
- Flexible Spending Account and Dependent Care pretax benefits
- Pretax benefits for transit and parking
- 401(k) with generous employer match