

## **Greenwood Credit Union is seeking an energetic and goal-oriented DEALER RELATIONSHIP SPECIALIST**

This is full-time outside sales position is responsible for identifying and soliciting indirect business for the credit union by cultivating, maintaining and enhancing strong relationships with automobile/recreational vehicle dealers in the credit union's field of membership while consistently meeting or exceeding the indirect lending growth goals.

### **The essential functions of this position may include, but are not limited to:**

- Promote Greenwood Credit Union's indirect lending programs and other products and services through sales presentations to prospective dealers
- Maintain dealer contact records to track and evaluate development efforts; follow-up with dealer base through site visits and other effective forms of communication.
- Monitor changes in automotive market trends and developments in the auto-lending field to identify and execute promotional opportunities and implement marketing developed for Indirect Lending.
- Support and meet or exceed the credit union's monthly indirect lending growth goals as required for incentive plan qualification.
- Ensure quality service and productive communications between the indirect lending department and dealers; work in conjunction with the VP of Indirect Lending to resolve any issues to maintain positive dealer relationships.
- Attend various events in the community and/or trade associations and organize dealer appreciation events to develop new business prospects, enhance existing dealer relationships and promote the credit union.

### **Qualifications include but are not limited to:**

- High school diploma or equivalent required; Bachelor's degree in a business related field preferred
- Three or more years related experience in loan underwriting and consumer lending
- Successful sales background helpful; Auto dealer experience preferred
- Must be fluent in English; Bilingual a plus.
- Exceptional and effective interpersonal, verbal/written communication, sales and presentation skills
- Demonstrated skills in verbal negotiation strategies and tactics
- Must possess a valid US driver's license and automobile liability insurance
- Requires heavy travel with use of reliable, personal vehicle and occasional overnight travel
- Ability to work a minimum of forty (40) hours per week in an environment of flexible and changing work schedules, including some nights and weekends

All candidates will be required to consent to a background screening which may include criminal and credit checks.

A complete Job Description and analysis of the physical and mental demands of this position are available upon request.

**Qualified applicants only should respond with cover letter and resume to [HR-development@greenwoodcu.org](mailto:HR-development@greenwoodcu.org)**

**Application deadline is Friday, February 3, 2017.**

*Greenwood Credit Union is an Equal Opportunity/Affirmative Action Employer and therefore provides equal employment and advancement opportunities to all employees and applicants for employment without regard to race, color, ethnicity, religion, gender, pregnancy/childbirth, age, national origin, sexual orientation, gender identity or expression, disability or perceived disability, genetic information, citizenship, veteran or military status, marital or domestic partner status, or any other category protected by federal, state and/or local laws.*

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