

Inbound Inside Sales Representative-Personal Loans

Shift: **Monday - Friday or Tuesday-Saturday** (ideal if you can work either shift)

As a Loan Consultant, you have the opportunity to really make a difference in helping our customers fulfill their financial goals. We offer a Personal Loan solution to customers for things such as medical expenses, home remodeling, paying off credit cards, etc. Our customers love us because we offer a best in class loan product at competitive rates with fantastic customer service—all within 1-3 days from start to funding! Your role is to **quickly contact a database of warm leads** provided to you daily, uncover the need, gain their commitment and bring them through the **quick underwriting process**. All of the prospective customers have expressed an interest in an unsecured loan through either an online portal like Lending Tree or via direct solicitation which makes your job a bit easier. You'll leverage your ability to build rapport with the customer quickly and overcome objections to bring them to a close. When you do this successfully and meet your daily and weekly goals, you'll be rewarded with a very generous commission plan. It's entirely possible for our top producers to track to a six-figure income within their first 3 months.

THE ROLE:

- Inbound -speak with borrowers via phone and email to facilitate the loan application process (averaging **20-25 inbound calls** per day/ **30-50 outbound follow up calls** per day)
- Using your **strong communication and critical thinking skills** to quickly **engage customers** who have expressed interest in an unsecured loan, **sell them on the benefits** of our loan programs, gain customer commitment and drive the transaction to **close** in as little time as possible.
- **Manage a sales pipeline of up to 20 transactions** in various stages of completion concurrently. Collect required documents from your customers at application, move the transaction through the underwriting process, quickly arrange a closing phone meeting with your customer.
- **Meet daily and weekly sales goals**. This may require working 45-50 hours per week but the rewards are well worth it.

REQUIREMENTS/CHARACTERISTICS:

- **Flexible availability** (able to work M-F or Tuesday- Saturday)
- **3 + years overall experience in a sales role** with a preference for those who've worked in a fast-paced, short sales cycle environment.
- **1+ years of call center sales experience** in a high call-volume sales environment
- Experience working in a **highly commission driven environment**. Prefer those who've worked with a low base salary but high potential commission. Proven success exceeding goals in a fast-paced, inside sales environment
- Strong communication and relationship building skills

EXAMPLE - Bilingual Inside Sales Professional with 6+ years of experience closing deals in the debt-management industry. Record of hitting 100% of sales goals with 50-client portfolio valued over \$10M. Strong communicator skilled in customer engagement in fast-paced call center environments. Flexible shift availability.

