



Direct Sales Analyst

Continental Bank is a downtown Salt Lake City bank that provides commercial equipment financing to small and medium-sized businesses nationwide. A Direct Sales professional's goal is to find, develop and maintain relationships with businesses in order to finance the equipment they purchase from vendors, dealerships and manufacturers. They also contact existing and prospective customers directly by phone and in person to advise on financing structures and make sales.

Analysts succeed in the short sales cycle environment and build repeat business by focusing on customer relationships, rather than using high-pressure techniques. They build rapport with their customers quickly by identifying ways to solve their financing needs and thereby grow their businesses. Our marketing team provides up-to-date, qualified leads and referrals with detailed contact information in targeted industries to enable our salesforce to optimize conversion rates. Additionally, we offer training opportunities for our sales analysts to skill-up. Come help us be the engine of the bank by finding growing businesses nationwide!

What you will be doing:

- Understand client needs and help them understand how our financial offerings help them grow
- Make fast and accurate financial calculations to provide customers with accurate sales quotations
- Contact prospects who have responded to our advertisements and direct marketing campaigns
- Work with existing and former clients whose profiles indicate new business may be viable
- Connect with customers after sales to gain insight into better ways to improve service and relationship

Here's what you will need to know/have:

- A hungry, hardworking attitude, a sense of urgency, and ambition to succeed
- Knowledge of, experience with, or interest in commercial industrial equipment
- 1-2 years direct experience in B2B or B2C sales preferred
- BS Degree in Marketing, Finance, Sales, Communications or other Business-related major is preferred
- Competent with financial calculations, particularly regarding Time Value of Money

Come join us and help us be awesome!

- Competitive salary and 401k with contributions
- Free breakfast everyday
- Employee profit-sharing plan options
- Paid medical, dental, and disability insurance
- HSA program, vision, voluntary life, and AD&D
- Tuition reimbursement options
- 2 weeks paid time off, 2 weeks paid sick leave and flexible work schedules