



# Rifco National Auto Finance

## DEALER PARTNER DEVELOPMENT

### COMPANY OVERVIEW

Rifco National Auto Finance has been providing Canadians with non-prime auto financing options since 2002. We've secured ourselves as one of Canada's fastest growing auto financing companies due to our personalized service and commitment to building strong, long-lasting partnerships. Headquartered in Red Deer, Alberta we pride ourselves on a fun, friendly and successful partnership with our clients, employees and the community.

### POSITION SUMMARY

As a DPD you have the opportunity to meet with our valued dealers regularly and network to create new business. Additionally, you enjoy interacting with the principals and managers of franchise and independent dealerships to present our financial services and industry leading Fast Forward 500 loyalty program. This position requires travel in the GTA and Eastern Ontario.

### QUALIFICATIONS

- 3-5 years of experience in relationship driven sales
- Auto industry experience is required
- Ability to balance work on the road and at home office
- Superior communication skills
- Refreshing energy and excellent judgement
- Proven leadership skills
- PC skills (MS Word, MS Access, MS Excel, etc.)

### JOB RESPONSIBILITIES

- Ability to maintain existing territory and grow new business
- A superior focus on clients including relationship building and maintenance
- Build long term relationships with dealers
- Meet and exceed corporate and department level goals
- Work independently and be able to self-motivate
- Creative thinking in order to appeal to a large demographic of dealerships