



Rifco National Auto Finance

Investing in our people – Integrity – Innovation – Partnership – Pride

CORPORATE ACCOUNT MANAGER

Are you looking for an exciting opportunity?

We are looking for a remote **Corporate Account Manager** for Canada West.

As a Corporate Account Manager, you have the opportunity to meet with dealers regularly and network to create new business and a new partnership. Additionally, you enjoy and are comfortable interacting with owners of dealerships. This position requires travel in Western Canada. You can be based out of any western province.

The role responsibilities are:

- Ability to grow new business with minimal supervision
- A superior focus on clients including relationship building
- Ability to confidently sell product to high end clientele
- Meet and exceed corporate goals
- Work independently and be able to self-motivate

As the ideal candidate you possess:

- 4-5 years of experience in business to business sales
- Ability to close deals
- Ability to balance work on the road and at home office
- Comfortable with presentations and speaking in front of people
- Superior communication skills a must
- Best in Class service to support and grow the business
- Refreshing energy and excellent judgement
- Proven leadership skills
- PC skills (MS Word, MS Access, MS Excel, etc.)

Are you ready? Let's talk.

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 being inclusive, having integrity and investing in our people.