

Indirect Lending Development Specialist – Job Description Summary

Provides high quality service, defined as ensuring prompt response to indirect dealer needs, while utilizing a selling approach that builds dealer trust and loyalty.

Organizes and coordinates the organization's membership and business development activities to promote the organization's growth in accordance with its strategic goals. Develops and maintains key point of contact relationships with all current and proposed indirect dealers. Meets or exceeds established sales goals for core group and dealer expansion.

The complete job description covers the following topics:

- Essential duties and responsibilities
- Performance standards
- Qualification requirements
- Education and experience
- Language skills
- Mathematical skills
- Reasoning ability
- Other skills and abilities
- Physical demands
- Work environment