

Inside Sales Representative

Company Summary

Channel Partners Capital (CPC) provides short term working capital loans to small-mid sized business owners. Transactions are originated through independent equipment finance companies and other third party origination sources.

CPC offers a flexible work environment focusing on customer relationships, growth, innovation and our team members. We encourage and enable personal and professional growth of our employees. CPC has been honored as an Inc. Magazine 500/5000 fastest growing private companies for 3 consecutive years and was recently named to the 100 Best Companies to Work for in Minnesota by Minnesota Business Magazine.

Compensation includes a base salary plus a monthly incentive based on sales performance. Benefits include family health, life, LTD insurance plans and a company 401K plan.

Position Responsibilities

The Inside Sales Representative (ISR) position is responsible for volume growth through existing and new third party relationships (TPRs). The ISR, supports assigned TPRs actively managing customer contact, expectations, new product/program development and the sales pipeline.

The best candidates will be self-motivated, team oriented and anxious to be a part of a rapidly growing business. Key competencies include:

- Acting as a bridge between Operations, National Sales Representatives, Funding Advisors, and TPRs to facilitate the efficient approval and funding of transactions
- Ability to identify and solve problems by analyzing information and data across multiple databases
- Strong understanding of CPC's credit matrix, processes for funding and ability to provide operational guidance to TPRs
- Acting as secondary point of contact for all day-to-day TPR queries & problem solving
- Manage exceptions and escalations as required
- Generating new TPRs through warm call solicitations and follow-up
- Ability to influence TPRs on the merits of doing business with Channel Partners Capital
- Ability to plan, implement and report on sales activities
- Perform other duties as required

Skills and Specifications

- BA/BS from a four year university
- 3+ years sales experience – experience selling a product or service through a distributor network and/or equipment leasing industry a plus
- Strong organizational skills
- Strong written communication skills
- Effective presentation skills in both one-on-one and small group situations to customer, clients and CPC employees
- Strong math skills
- Salesforce, Microsoft Word, Excel, Outlook and an ability to quickly learn and navigate through CPC sales database software and related technologies