



Western Finance & Lease, a bank-owned finance company founded in 1990, provides financing for small to lower middle market vendor originations. An expert in this market segment, Western Finance & Lease solicits originations throughout the United States and provides financing solutions for a wide range of industries. With history dating back to 1901, Western State Bank maintains a well performing portfolio with a solid deposit base to support its finance and lease originations.

We are seeking an experienced, aggressive Business Development Manager to generate profitable sales volume. This position is responsible for developing finance programs with manufacturers, vendors and distributors. The candidate should possess a minimum of 7 years of sales experience in the leasing/finance industry and possess an existing book of business.

Skills & Abilities Required

- Self driven, results oriented with clear focus on high quality and profitability
- Proven record of achieving sales volume goals
- Excellent interpersonal skills
- Excellent communication & negotiating skills
- Outgoing personality
- Ability to structure/price lease transactions
- Team oriented

Western provides a great work environment, unsurpassed service levels, and a dedicated support staff.

Please apply by emailing cover letter and resume to wflsales@wf-l.com or by mailing to Western Finance and Lease, Attn. Chad Palmer, P.O. Box 640, 503 Highway 2 West, Devils Lake, ND 58301.