

Now Hiring Inside Sales Representative



Location 720 W. Randolph, Chicago, IL

Position Description: Inside Sales Representative

As an Inside Sales Representative, you'll enter into Beacon Funding's well-defined career plan that will provide you guidance on how you will be able to expand your role, responsibility, and earnings. Your hard work, combined with Beacon's no-cap commission plan and value-added equipment financing programs, means the sky's the limit. You'll call on businesses throughout the United States with the goal of identifying new equipment leasing/financing opportunities. We ensure our Inside Sales Representatives have the opportunity to earn their desired income by providing them with 100+ calls per day via our best-in-class outbound calling platform that's constantly fed with new campaign ideas and promotions to engage prospects.

Company

Founded over 25 years ago, Beacon Funding has grown to be a leading financial services firm with hundreds of employees who have all contributed to over a half a billion dollars in equipment financing to tens of thousands of businesses. Our typical client, a small to medium size business, continues to play a vital role in our economy by providing innovation, employment, and many of the key products and services we all use in our daily lives. At Beacon, we pride ourselves on empowering small business and it remains our purpose to provide our clients with the capital they need to grow, expand, and turn their business plans into reality. Come grow with us!

Job Responsibilities

- Ability to position Beacon's solutions as a benefit to our customers' long term needs
- Ability to establish and expand relationships with business owners and decision makers
- Originate new equipment leasing and financing opportunities through daily outbound and inbound phone sales
- Demonstrate ability to close sales and overcome customer objections
- Develop and maintain exceptional consultative relationships with existing customers and co-workers
- Participate in company-sponsored client events such as industry tradeshows, open houses, training, webinars, etc.

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How To Apply

Visit careers.beaconfunding.com, fill out the form, and attach your resume.

Contact Beacon Funding

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Websites

www.beaconfunding.com
www.730randolph.com

Position Description: **Inside Sales Representative**

Qualifications

- Strong sales personality
- Business and/or four (4) year college degree is preferred
- Proficient with computers, software, and technology
- Able to satisfy requirements of pre-employment screening

Benefits

- \$48,000 guaranteed minimum annual earnings
- No-cap commission plan
- \$36,000 in annual incentives for which the entire inside sales team can compete
- Business expense reimbursement
- 401K and profit sharing
- Medical, dental, and vision insurance

Building / Neighborhood Amenities

- Dozens of restaurants within walking distance
- 2 blocks from the Morgan Street Elevated train stop
- ½ block from Halsted Bus stop
- 4 blocks away from Union Station and 3 blocks away from Olgive Station
- Downtown within walking distance of Millennium Park, Michigan Ave, Museum campus, etc.
- Interstates 290 as well as 90 cross through the West Loop
- West Loop Athletic Club, West Loop Conditioning, Cross town Fitness, Title Boxing Club West Loop, and more all nearby

