COMPANY DESCRIPTION

PacWest Bancorp is a bank holding company with over $16 billion in assets with one wholly-owned banking subsidiary, Pacific Western Bank. As a business unit of Pacific Western Bank, we are a progressive, growing firm and are seeking top candidates who want to start their own business and/or career within the equipment lending framework offered at Pacific Western Equipment Finance.

If you strive to be number one, provide competitive drive, have an outgoing nature and excellent communication skills this may be the opportunity you are seeking. We offer a very competitive base pay plus commissions.

POSITION PURPOSE

Originate, structure, and negotiate project/equipment financing for businesses. Manage the entire relationship for the duration of the financing while maintaining a high quality book of business.

IN THIS INSIDE SALES POSITION, QUALIFIED CANDIDATES WILL

- Identify, pursue, and develop potential commercial customers and build a high quality book of business by cold calling.
- Originate, structure, and negotiate multi-million dollar project/equipment financing for fortune 5000 companies.
- Manage the entire relationship for the duration of the financing while maintaining a high quality book of business.
- Provide excellent customer service in a courteous, prompt and efficient manner at all times.
- Explain, sell, and administer financing options by drawing on acquired product knowledge and exhibiting strong communication skills.
- Display knowledge and proficiency in explaining and selling company's products.
- Prepare and present information at meetings in a clear, accurate, and confident manner.
- Make efforts to seek the input of others; willingly collaborate and cooperate with others in the organization; develop effective working relationships with key associates.
- Perform other duties as assigned.

DESIRED SKILLS & EXPERIENCE

- Must be highly self-motivated, tenacious and ready to speak with the top corporate executives in our nation.
- Strong sales and relationship development skills.
- A combination of education and experience equivalent to a bachelor's degree in Accounting, Finance or Business. A minimum of 3 years progressively responsible experience in commercial business development.
A business background in one or more of the following industries: Sales, marketing, finance/banking, management, entrepreneurial, etc.

- Experienced in generating leads and developing new business relationships.
- Strong financial background preferred but not required.
- Exceptional customer service skills.
- Skill in the operation of a personal computer with Inter/Intranet operating systems.
- Excellent oral and written communication skills and excellent interpersonal skills.
- Ability to effectively communicate and interface with all levels of customers and co-workers.
- Strong organizational skills.
- Ability to adapt to change in the workplace.
- Ability to work in a team environment.
- Ability to meet deadlines and work under pressure.

**OUR FULL SUITE OF BENEFITS INCLUDE**

- Base salary
- Bonuses
- Quarterly Incentives
- Paid time-off and holidays
- Medical/Prescription/Dental/Vision Programs
- 401(k) with Employer Matching
- Flexible Spending Accounts
- Disability and Life Insurance
- Employee Assistance Plan

**Join our growing and exciting organization!**