



CHATTANOOGA
NEIGHBORHOOD
ENTERPRISE

Job Description

Date: 03/29/2021

POSITION TITLE:	Business Development Specialist, Small Dollar Loan Program	<input checked="" type="checkbox"/>	Exempt
REPORTS TO:	CEO	<input type="checkbox"/>	Non-Exempt
		<input checked="" type="checkbox"/>	Full-Time
		<input type="checkbox"/>	Part-Time

Summary:

Are you passionate about using your sales skills to make a difference in the world? Chattanooga Neighborhood Enterprise (CNE) is on a mission to help thousands of families escape the payday loan trap. This is an excellent opportunity to play a key role in building prosperity for Chattanooga families.

CNE offers a consumer loan product through its Community Loan Center of Southeast Tennessee (CLCST) program. The loan provides an alternative to the predatory consumer loans available in the marketplace. CLCST loans are available through employers who offer the loans as a benefit to their employees.

CNE seeks a Business Development Specialist (BDS) to recruit employers to offer the product. Exceptional sales skills are required. The BDS is responsible for every step in the Business Procurement Cycle (lead generation, relationship building, marketing, and employer commitment). The BDS also provides technical assistance and training in using the CLCST software, fielding questions from employers and borrowers and conducting presentations about the small dollar loan program. The BDS needs an entrepreneurial spirit, rigorous work ethic, and a commitment to changing the landscape of payday and predatory lenders in the community.

Essential Duties and Responsibilities:

- Work independently to source, prospect, pitch, and close new employers (develop lead lists, sales pitches, deliver executive-level presentations, negotiate, and finalize contracts)
- Network with business associations, trade associations, and directly with employer partners to recruit participation in program.
- Market program directly to employees of employer partners.
- Supply CNE management with oral & written weekly reports on new relationships; new relationship leads; borrower needs, competitive activity, and potential ideas for new products & services.

- Assist CNE management in annual growth plan by forecasting & developing annual sales quota; projecting expected loan volume for existing & new partners; analyzing trends & results.
- Improve product marketability by researching, identifying & capitalizing on market opportunities, and improving product packaging.
- Sustain rapport with key relationships by making periodic visits; exploring specific needs; anticipating new opportunities.
- Provide training to new employers, HR staff and finance staff on program details.
- Provide training to new employers, HR staff and finance staff on KENN Employer portal.
- Provide training to new employees on program details and application procedure.
- Be flexible about working hours to meet demand to maintain & create new relationships.
- Other duties as assigned.

Education/Skills/Experience::

- BA preferred
- 3-5 years demonstrated track record of success in sales
- Personal drive and motivated by high goals, ability to overcome obstacles, strong sense of accountability, action orientation, flexibility and situational adaptability
- Exceptional networking and relationship-building skills
- Excellent communication skills
- Persuasive and convincing personality
- Proficiency in Microsoft Office Suite and experience with Salesforce.com

Salary: Base Plus Commission, Comprehensive Benefit Package

To Apply: Send cover letter and resume to Martina Guilfoil, mguilfoil@cneinc.org