



6782 South Potomac Street  
Suite 100  
Centennial, CO 80112  
888.485.8856

At LCS Financial, we provide full-service collection solutions including mortgage recovery, bankruptcy services and legal referrals. We leverage our seasoned experts, advanced technology and scalable infrastructure to develop tailored asset recovery strategies that go beyond traditional collection agencies. With our adaptable and focused approach, we are revolutionizing recoveries in this new era of receivables management.

We are currently looking for a Business Development/Sales Manager position to join our team. The Business Development Manager establishes and develops sales to expected levels through the education and management of clients and prospective clients. This individual must be a self-motivated, innovative and thrives in an entrepreneurial environment.

### **Primary Duties and Responsibilities**

- Responsible for identifying, qualifying, and securing new clients on a National Basis.
- Responsible for generating new Business Development for LCS Financial Services through marketing, cold calls and developing relationships with clients within our targeted industry.
- Generate revenue and profit margin with existing and new clients, and facilitate relationships with client and secure repeat business from customers.
- Achieve outlined assigned Sales and Revenue goals on a annual bases set by CEO.
- Maintaining frequent contact with the CEO regarding account activity, competitor activity, and customer needs.
- Close new business accounts by coordinating all aspects of the sales process including, developing and negotiating contracts, integrating contract requirements with the different business operations within LCS Financials and assist in New Client implementation.
- Responsible for working with Client Services and Operations to complete any required RFP drafts and documents needed to successfully complete client agreements.
- Focusing on customer retention and improving customer satisfaction through continuance contact with the customer within the business relationship.
- Achieving annual sales targets by working with the CEO and other members of the Business Development team to establish selling strategy and communications.

### **Skills & Qualifications:**

1. Must have 3+ years sales experience in the mortgage, auto or private student loan industries.
2. Analyze and evaluate the effectiveness of sales, costs and results.
3. Create and execute sales strategies in order to meet sales goals and grow new business.
4. Excellent human relations skills, including written and verbal communication and group presentation skills. Solid negotiating techniques.
5. Demonstrate strong, effective and diplomatic interpersonal, verbal and written communication skills
6. Self motivated, goal oriented, resourceful and driven personality
7. Flexible and open to change in a high volume fast paced environment
8. Bring value of existing mortgage, auto or private student loan industry contacts and leads is a plus.

### **Education:**

- Bachelor Degree in Communications or related study



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- Working knowledge of windows based systems & Microsoft Office programs
- Must be willing to travel and socialize in a variety of venues including social engagements, tradeshows and business conferences.

Please note that this position will be required to complete a full background, credit, drug screen and fingerprinting screen upon extension of offer.

If you have any questions or are interested in applying for this position please contact or sent your resume to Chasity Rohl at [chasity.rohl@lcsfin.com](mailto:chasity.rohl@lcsfin.com).