



LEASE ACCOUNT MANAGER

Job Description:

The Lease Account Manager is responsible for managing a specified territory, developing new clients and maintaining existing accounts. Our goal is to expand our full service lease portfolio through a consistent marketing process, diligent support, as well as providing exceptional customer service.

At Bentley Truck Services Inc., our customers are our priority. We strive to exceed expectations, deliver on promises and seek opportunity to improve.

Bentley Truck Services has been serving the truck transportation market in the Delaware Valley for 25 years and is recognized as one of the leading truck dealerships in the area. Joining the Bentley Team is an excellent opportunity to work with great people, accomplish goals, and thrive together. We are continuing to grow and hope that you will grow with us.

Primary Responsibilities:

- Maintain current customers within assigned territory
- Prospect for potential clients
- Record a detailed account of sales efforts using the CRM
- Maintain Active Pipeline
- Execute sales goals in timely manner
- Coordinate with various company departments
- Practice professional etiquette

Summary of Qualifications:

- 5 years of successful documentable sales experience, business to business, ideally in a service related industry
- BS in Business Administration or equivalent work related experience
- Travel up to 60% of the time within the specified territory (no overnight)
- Must possess a valid driver's license, clean driving record and own vehicle.
- CDL is a plus however not mandatory

Benefits:

- Competitive salary and commission
- Car allowance
- Phone allowance
- Comprehensive medical plan including dental, optical, and prescription
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- Life/AD&D (base and supplemental)
- 401k Retirement Savings Plan
- Paid Holidays and Paid Time Off
- Manufacturer's Training and internal trainings
- Voluntary Benefits (STD/LTD/Accident, etc..)

This specification is intended to indicate the kinds of tasks and levels of work difficulty that will be required of positions that will be given this title and shall not be construed as declaring what the specific duties and responsibilities of any particular position shall be. It is not intended to limit or in any way modify the right of any supervisor to assign, direct, and control the work of employees under his/her supervision. The use of a particular expression or illustration describing duties shall not be held to exclude other duties not mentioned. Ability to competently perform all the essential duties of the position, with or without reasonable accommodation, demonstrated commitment, and the ability to work productively as a member of a team or work group are basic requirements of all positions at Bentley Truck Services.

Bentley is proud to be an Equal Opportunity Employer that offers solid career opportunities.

Send Resumes to: jobs@bentleyts.com

Visit our Web Site: bentleytruckservices.com