

Automotive Finance Director

Northeast Dealer Services - Greater Boston Area

Other Details

About this job

Job description

Finance Director of a high-volume automobile dealership in the New England market. Position is responsible for management, training and development of Finance Manager staff, interaction with and support of automotive sales desk, lender management and negotiations, deal paper flow and contracts in transit oversight, staffing and scheduling, performance monitoring and overall management.

This is a highly paid and responsible position within the dealership with full benefits package.

Desired Skills and Experience

We are looking for a dynamic, take charge person with 10 years of high volume automotive experience and no less than 5 years of very successful finance & insurance sales and performance. Must have the demeanor and personality to multi-task in a very fast-paced automotive environment with a large team of sales personalities and big egos. A past history of strong PVR performance is important, but this position is more reliant upon the abilities to lead, manage, coach, organize, structure, sell, negotiate and inspire teams to work well together. Accountability to perform is commensurate with this incredible compensation opportunity.

About this company

NEDS is a leading performance improvement consultant for automotive finance in the Eastern Region marketplace. Focusing on consistent and long-term delivery of fundamental disciplines to our automotive clients, we have established an outstanding resume of results in impacting people, product and processes that make our dealers more money.

Our expert development team is armed with core disciplines in automotive sales, sales training, processes, lending, compliance, leasing, BDC training, forecasting, performance measurement and all the ingredients necessary to drive results in a competitive environment. Utilizing customer friendly and compliant techniques, this same team increased the total incomes of seven new clients by over \$15MM last year alone.