



<https://intscanada.com/job/financial-services-representative/>

Financial Services Representative

Description

Looking for a commission opportunity with uncapped potential?!

A commission-only compensation structure at Premium Merchant Funding may be the right fit for you!

As one of the world's most versatile private funders, Premium Merchant Funding finances and supplies small business products & services to thousands of clients throughout the US, Canada and the UK. Our leadership position allows us to constantly innovate to stay on top and deliver for our clients.

We are looking to hire a detail-oriented financial services representative to persuade clients to purchase our financial products and services.

Financial Services Representative Responsibilities:

- Scheduling meetings with clients to discuss their financial needs and goals.
- Collecting pertinent client information to provide investment options that align with clients' financial situations.
- Advising clients on how to apply for mortgages and loans.
- Developing and sustaining long-term relationships with clients to encourage repeat business and client referrals.
- Cold-calling potential clients to inform them of the various financial products and services on offer.
- Developing in-depth knowledge of our financial products to advise clients accordingly.

Financial Services Representative Requirements:

- Sound knowledge of financial legislation.
- Excellent analytical, organizational, and problem-solving skills.
- Effective communication skills.
- Exceptional customer service skills.

You'll make an impact by:

- Beginning to learn how we work with thousands of clients across several countries to support financing and cash management needs
- Identifying opportunities to leverage emerging technologies to meet client needs
- Exposure to product and client coverage teams
- Being part of creating innovative ideas to transform the Credit landscape
- Working under the guidance of mentors and a supportive team
- Networking with industry leaders, accessing best-in-class training and learning how all our businesses work together to provide excellent customer service

About Us

Hiring organization

INTS Consulting

Date posted

2023-07-21

Premium Merchant Funding & Co., is an industry leader in the financial products and services that we offer to small businesses. We are a leader in credit, distressed debt, EIDLs, purchase order financing, factoring, merchant cash advance, lines of credit, SBA term loans, bridge loans, equipment financing, consumer and small business banking, and real estate financing. We were founded in 2014 on Wall Street and today remain headquartered in New York City with offices throughout the US and across the globe.

Join Us

At Premium Merchant Funding, we're creating positive change for the diverse communities we serve. If you're passionate, curious and ready to make an impact, we're looking for you.

Visit pmfus.com for upcoming events, career advice, our locations and more.

Job Type: Full-time

Pay: \$40,000.00-\$180,000.14 per year

Benefits:

- Flexible schedule

Schedule:

- 10 hour shift
- 8 hour shift
- Monday to Friday

Supplemental pay types:

- Bonus pay
- Commission pay

Ability to commute/relocate:

- Toronto, ON M5H 2Y4: reliably commute or plan to relocate before starting work (required)

Work Location: In person