

Job Posting

Job Title: **Sales Associate, Leasing** – entry level – (On-Site) San Francisco, CA

Begin a Career as unique as you are! As part of our team, you will help to fuel the growth of American industry with companies that are addressing some of the world's biggest challenges. ATEL Capital Group provides everything from venture leasing for promising new firms, to large-scale equipment financing for some of the world's most respected corporations. As an international financial services company founded in 1977, ATEL Capital Group has over half a billion of assets under management.

We are growing and seeking new **Sales Associates** to join our team! ATEL values long-term career growth opportunities for our employees. This is an exciting, entry level opportunity in our Leasing group to jump start a career with a major player in the commercial leasing's trillion-dollar industry.

We offer a competitive salary, comprehensive benefits, great colleagues, and a progressive environment that encourages growth.

Responsibilities:

- Make outbound calls to prospective clients
- Schedule qualified appointments with prospective clients
- Educate prospective clients on products and services
- Resolve client inquiries and complaints
- Maintain record of client contact information
- Perform other administrative duties as assigned

Qualifications:

- Previous experience in sales, customer service, or other related fields
- Excellent written and verbal communication skills
- Excellent customer service skills
- Strong interpersonal and negotiation skills
- Ability to build rapport with clients
- College Degree in Business/Finance; MBA preferred
- Resilient, highly motivated and driven to succeed

Vaccination Requirement:

ATEL Capital requires all employees to be working on-site, fully vaccinated, with booster shot, and in continuous CDC compliance against COVID-19. Applicants are required to submit proof of vaccination prior to beginning employment, and ongoing as requested. In accordance with the law, ATEL Capital will accommodate employees who cannot be administered the COVID-19 vaccine for medical or religious reasons, and applicants should contact our HR department if they have questions about this requirement or wish to request an accommodation.

A partial list of our benefits include:

- Medical, dental, vision, and life insurance
- Vacation, personal, sick leave and nine holidays
- Flexible Spending Account and Dependent Care pretax benefits
- Pretax benefits for transit and parking
- 401(k) with generous employer match