

Credit

Analyst

Qualifications and Requirements

Requirements for all positions are approximately two (2) years customer-facing/inside phone sales experience. Previous sales experience in debt negotiation, credit counseling, financial services, insurance or banking is highly desirable. You must possess the ability to work independently, effectively and possess the ability to multi-task.

Skills and Abilities

CLIENT FOCUS

Ability to maintain a positive attitude when dealing with prospects on the telephone

COMMUNICATION

Highly energized in delivering a sales presentation. Ability to listen attentively to others, ask appropriate questions and speak and write in a clear and understandable manner

TEAMWORK

Ability to work well with others. Also, be able to work independently with minimal supervision

COMPUTER SKILLS

Typing speed of at least 40 WPM, knowledge MS Office, Adobe Acrobat, and internet navigation

- Motivate prospects to take positive actions.
- Deliver powerful presentations with descriptive detail in order to close immediate sales in a short sales cycle
- Have the ability to empathize and understand prospective clients
- Ethically dedicated to helping consumers reach financial freedom
- Skilled at overcoming objections
- Gain commitment and be a skillful closer
- Top candidates for this position will be motivated, confident, proactive, determined, organized, and love the thrill of CLOSING!

We are looking for qualified candidates for the following languages that we serve:

- 1) English
- 2) Spanish – This position requires excellent verbal and written fluency in English and Spanish.
- 3) Chinese - Mandarin AND Cantonese. This position requires excellent verbal and written fluency in English and BOTH Chinese dialects.
- 4) Vietnamese – This position requires excellent verbal and written fluency in English and BOTH Vietnamese.

Hours:

Full Time Only Various Shifts (In addition to Monday-Friday)

8:00am to 5:00pm

Monday through Friday Shifts:

First (7am to 4pm-for English and Spanish speaking Counselors)

Second (8am to 5pm-for Vietnamese and Chinese speaking Counselors only)

Third (10am to 7pm-for English and Spanish speaking Counselors)

Compensation:

\$40k to \$65k annually (Includes Wages, Commissions and Bonuses) Paid Training Excellent benefits package (Medical-Dental Insurance, 401k, Supplemental Life Insurance, Paid Holidays, Paid Vacation, Educational Reimbursement, Flexible Work Schedule and Athletic Facility/Fitness Center)

For more information:

Please contact

Hazy Pipo

Director of Human Resources

Apply online at: <http://www.usfmgroup.com/careers.php>

Toll Free: 800-682-8485 Direct: 619-398-1000 Fax: 619-374-2981

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