



Toyota Industries Commercial Finance Canada ("TCF Canada") is a subsidiary of Toyota Industries, a Japan listed company <https://www.toyota-industries.com/investors/stock/index.html>. TCF Canada provides leasing and financial services to Toyota Material Handling and Hino dealers, their customers, and business partners in Canada. For more information, please visit our website <http://www.toyotacf.ca/>

**LOCATION:** This position is based out of our Lachine (Montreal) office.

**POSITION:** Eastern Regional Manager

**POSITION DESCRIPTION:**

As TCF Canada's Eastern Regional Manager, you will be responsible for the execution of TCF Canada's strategic plan in the province of Quebec and the Maritimes. Reporting to the national sales manager, you will market TCFC's products and services to Toyota forklift dealers and Hino commercial truck dealers in the territory. You will build and enhance relationships with key personal at all dealer and manufacturer partners in order to secure and enhance TCFC's status as a preferred financier. You will work hands-on with dealers, end users, and TCFC personnel to ensure that sales, credit, documentation, and funding are all processed quickly and efficiently in order to drive customer satisfaction. You will compile and analyses qualitative and financial information to build TCFC's files on key customers, partners, and competitors. You will work with the TCFC management team to develop and execute programs that deliver on marketing, customer satisfaction, sales growth, business intelligence, and other adjectives as needed. You will be responsible for championing the needs to the eastern region within the organization. Finally, you will represent TCFC in accordance with Toyota's code of ethics, standards of conduct, and global values.

You will be required to travel to meet dealers and customers in your territory as well as visiting the head office in Toronto (estimate at 20% to 25% of your time.) Therefore, a valid driver's license will be required.

**EXPERIENCE:**

You will have a minimum of 3 years of experience (min. of 5 years will be preferred) in a sales or sales support capacity in commercial equipment leasing and lending. Ideally, you will have also worked with leasing systems. You will have no difficulty articulating yourself in business communications and are comfortable communicating leasing and financing concepts to other practitioners or a lay-persons. You have experience understanding and working with reports and data to monitor the progress of your plans and identify new opportunities. You are not intimidated by the technical details that are necessary to understanding the asset types that our company finances. You enjoy working with people but can also demonstrate determination when necessary. You are a practiced public speaker and are comfortable building a rapport with anyone. You are a shrewd negotiator.

#### QUALIFICATIONS:

- You have a native level of fluency with the French language both spoken and written, and you have a high degree of proficiency with the English language both spoken and written.
- You hold a bachelor's degree in business, finance, accounting, economics, marketing, or equivalent work experience. An MBA, MFin or similar would be an asset.
- You are an organized and efficient team player who can perform well under time sensitive demands. As a self-starter, achieving and exceeding your sales targets are important to you as well as delivering the best possible dealer and customer experience.
- You have intermediate to advance working knowledge of Microsoft products (Excel, Word and Outlook), financing calculations, web-based CRM, and are generally at ease with technology.

#### COMPENSATION:

Salary and incentive compensation will commensurate to your qualifications. Standard TCF Canada's benefits provided which includes extended health insurance and deferred profit-sharing plans. All approved travel and promotion expenses will be reimbursed.

Qualified candidates should contact [chris.somos@toyotacf.ca](mailto:chris.somos@toyotacf.ca) with a cover letter and resume. Toyota Commercial Finance is an equal opportunity employer.