

Business Credit Coach/Account Manager

Are you passionate about helping small business owners succeed? Do you want to share what you know with others? We currently have an opening in our Wilmington, DE office for a **Business Credit Coach/Account Manager**. Business Credit Services help small business owners' access cash or capital by coaching them through the process of establishing credit profiles in their business' name.

Legal, financial and entrepreneurial communities have turned to The Company Corporation and its affiliated businesses for their incorporation and business services. Customers trust us to guide them through the process of starting and running a successful business. Last year alone we formed over 100,000 new corporations. Help us as we grow our business and expand into new and exciting services tailored for small business owners. Visit our website at www.incorporate.com for more information about our company.

Requirements:

- Knowledge about how small businesses operate and a passion to help small business owners succeed
- Knowledge of finance and financial structures and the proven ability to share that information with others
- Two years of previous credit experience or experience in the financial industry
- Two years of portfolio or account management experience
- Proven ability to provide proactive customer service

Duties:

- Confidence to speak to small business owners about business decisions
- Build relationships with customers
- High attention to detail
- Ability to use and navigate through multiple systems at one time
- Ability to problem solve and apply knowledge to different situations
- Strong and effective verbal and written communication skills
- Superior listening skills
- Consultative sales skills and ability
- Superior follow up/documentation skills

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