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Finance Manager



Employer	DARCARS Automotive Group
Location	Various Locations, MD
Posted	Nov 06, 2015
Closes	Mar 31, 2016
Function	Finance, Management
Industry	Automotive
Career Level	Experienced (Non-Manager)
Hours	Full Time

Our **Finance Managers** help our customers arrange financing for their purchases and present them with additional products to enhance their vehicle and ownership experience.

In this role, you will primarily:

- Offer vehicle financing and insurance to customers and provide them with a thorough explanation of aftermarket products and extended warranties as well as a complete explanation of manufacturer and dealership service procedures and policies
- Maintain good relationships with financial institutions to secure competitive interest rates and financing programs
- Process financing and leasing deals accurately and secure approval through financial sources to secure approval and through the proper federal, state and corporate channels
- Understand and comply with federal, state and local regulations that affect the new and used-vehicle and finance departments
- Work with sales department to ensure all new sales are referred to the F&I department
- Provide sales team with information on finance and lease programs and the benefits of the dealership's financing and extended service programs

For this role, you must:

- Have 2 years of dealership experience (in Finance Manager role preferred)
- Have excellent negotiation and presentation skills; strong and effective communication skills to explain financial information to sales professionals and customers
- Have knowledge of MS Office and other frequently used software applications
- Valid U.S. driver's license
- Automotive and Highline experience preferred

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