



## District Manager – Fredericton, Halifax and Moncton

Crelogix Credit Group (formerly Travelers Acceptance) is 35 year old company that has undergone a leadership and business transformation in the past 5 years, repositioning the company today as a fast-growing (10 fold growth since 2004) financier providing over 6,000 businesses across Canada with consumer loan funding, servicing, collections and asset recovery services.

### Position Summary

Our ambitious growth plans for the next 5 years requires a top producer in Fredericton, Halifax and Moncton to source, support and train new and current merchants. In Fredericton, Halifax and Moncton we have thus far enrolled 18 merchants out of 1900 merchants targeted by our Marketing department that could potentially qualify and benefit from our Unique Value Proposition /Market Solutions.

Your initial mandate is to identify the short-term merchant acquisition opportunities within Fredericton, Halifax and Moncton and assess the potential training, supporting and relationship building opportunities from our existing enrolled Merchants.

Within the first 30 days you will have signed 8 new merchants and commenced contacting the other Accounts identified by our Marketing department building the CRM's merchant acquisition opportunity pipeline.

By the end of your second month you will have established a healthy balance between new merchant acquisition and existing merchant training and support.

Your goal is to establish Crelogix as the provider of superior financial solutions that grows our business partner's sales.

### To be Successful

- You must have demonstrable ability to assess, establish and grow new business.
- Appreciation and knowledge of the strategic issues faced by the (LOB) market space.
- Demonstrable ability to articulate our unique value proposition(s) to gain merchant adoption.
- Sign and train 10 percent of the available merchants in your district within the first 60 days
- Your 12 month objective will be to signing and training 80% of the available merchants in your district.
- generate a minimum of \$75,000 of Future Revenue Potential monthly

Reporting directly to the Regional Manager, you are a special individual who is motivated by an entrepreneurial environment that rewards and recognizes your personal achievements, contributions and competency with fun, ongoing learning, status, and an above average performance based income. The On target Earnings (100% of annual Quota) for this role is \$60,000 however monthly commissions are not capped or limited. Above 115% of your annual quota performance you are destined to participate in our President Club destination.

For more information about Crelogix visit [www.Crelogix.com](http://www.Crelogix.com)

To express your interest in the opportunity email your introductory letter of application and resume to [careers@Crelogix.com](mailto:careers@Crelogix.com) with reference number: DM (HI)-0001-WEB In the subject line. Thank you.