

**Bruckner Truck Sales**  
***Finance & Insurance***  
**POSITION DESCRIPTION**

Initial Date: 9/08/08  
Revision Date:  
Written By: Cheryl Juen  
Approved By: Human Resources  
Revised By: Board of Director's

**POSITION: F&I Sales Leader**  
Location: All Bruckner's Locations  
Reports To: Corporate F&I Manger/GM

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**I. JOB SUMMARY**

**II. ESSENTIAL POSITION FUNCTIONS AND PRINCIPAL ACCOUNTABILITIES**

1. An F&I Sales Leader structures Bruckner equipment deals for clients with a credit history that is acceptable to Bruckner's and Bruckner's finance partner's guidelines. The goal is for Bruckner's customers to meet these specified guidelines and our dealerships policies, resulting in quick funding, and a high level of customer satisfaction. The F&I Sales Leader will attempt to obtain appropriate financing for our customers and then "up-sell" potential opportunities for additional warranty coverage and various insurance opportunities.
2. Develop and maintain strong relationships with internal and external customers.
3. Performs other related duties as required and assigned.
4. Represent the company Core Value and adheres to the guidelines of the Employee handbook on a daily basis to all internal and external customers.

**III. CONTACTS**

Contacts within the organization include but are not limited to the dealership sales team, General Manager, Office Manager, the Corporate F&I Manager, and the CFO.

**IV. POSITION REQUIREMENTS**

**Education & Experience:**

1. High School Diploma
2. 2-5 years minimum experience in Finance and Insurance in a dealership.
3. Experience is sales and customer service

**V. MEASURES**

- A.** Meeting Core Values.
- B.** Performance Reviews.
- C.** Meeting your specific department/individual goals.
- D.** Deliver all goals as identified by the Department Manager.
- E.** Complete all tasks assigned by the direct and indirect supervisors.

**VI. SUCCESS FACTORS:**

1. Integrity
2. Honesty
3. Customer Service Skills
4. Sales Skills
5. Interpersonal Skills
6. Confidentiality
7. Relationship building techniques with vendors,

**VII. CORE VALUES:**

- We act with honesty and integrity
- We value our people and communities
- We are customer focused
- We do what it takes

**VII. WORKING CONDITIONS**

Attached