

# Missouri Higher Education Loan Authority

## Business Development Executive

Location: Texas/Louisiana

Application Process: Forward cover letter and resume to [hr@mohela.com](mailto:hr@mohela.com)

**General Statement of Duties:** Sells MOHELA lender partners and MOHELA products and services including FFELP and Private Loan products in all assigned states and territories to ultimately increase MOHELA loan acquisition and origination business.

### **Responsibilities**

- \* Building and maintaining relationships in assigned region to promote MOHELA as lender, MOHELA lender partners and MOHELA products and services.
- \* Establish and implement effective annual sales strategies by geographical state and specific customer to achieve assigned academic year goals, with primary focus on the development of new customer accounts.
- \* Represent MOHELA at state, regional and national financial aid associations and conferences, as well as other industry related events, as necessary.
- \* Monitor competitor's activities and keep well-informed of industry trends and needs.
- \* Updating account information in the ACT database; preparing reports for management; working within an assigned budget.

### **Requirements**

- Bachelor's Degree from a four year college or university and/or three years experience in financial aid, education loan lending, with a preference for prior sales or marketing experience within an education and/or lending institution, guarantor, loan servicer or secondary market.
- Experience with the school financial aid process is desired
- Ability to assess customer's needs, provide creative solutions, take actions to meet those needs, and evaluate customer's satisfaction
- Ability to communicate information and ideas to others, either verbally or written
- Excellent public speaking and presentation skills; Computer literate with previous experience utilizing Microsoft Office programs
- Excellent time management skills
- Experience working independently of others, where self-motivation was necessary
- Ability to travel / drive 75% of time