



# CapitalGurus

Capital Gurus is the premier capital solutions provider for businesses looking to grow and succeed. Our team of experienced financial experts understands the challenges facing entrepreneurs and business owners today, and we're here to help you overcome them. Founded in 2022, Capital Gurus has quickly become a trusted partner to businesses across a range of industries, providing customized lending solutions that are tailored to your specific needs. We know that every business is unique, which is why we take the time to understand your goals, your financial situation, and your vision for the future.

As an Account Manager at Capital Gurus, you'll be responsible for building and maintaining relationships with our clients, understanding their business needs, and providing them with tailored lending solutions. You'll work closely with our team of financial experts to develop and execute strategies that help our clients achieve their goals.

## **We offer you:**

- State-of-the-art office is designed to foster creativity and productivity, with modern amenities and technology to support our team's success
- World-class training programs and professional development opportunities
- Competitive pay structure, with base salary and performance-based incentives
- Proprietary lead software to generate pre-approved leads, with an average deal size in the 150K range

## **What you need:**

- Knowledge of finance, accounting, and lending principles, including credit analysis and risk management
- Experience in sales or account management, preferably in the financial industry.
- Ability to work independently and as part of a team, collaborating with colleagues from different departments to achieve shared goals.
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- A customer-focused mindset, with a passion for delivering excellent service and support to clients.
- Strong analytical and problem-solving skills to understand clients' financial needs and develop customized lending solutions

## **What you will do:**

- Reach out to potential clients via phone, email, or in-person meetings to introduce the company's lending solutions.

- Identify and qualify potential clients, assessing their business needs, financial situation, and creditworthiness.
- Educate clients about the company's lending solutions, including the terms, rates, and repayment options available.
- Utilize CRM software and other tools to manage client interactions and track sales performance.
- Continuously identify new opportunities for business growth and expansion.

We take pride in our company culture, which is built on a foundation of collaboration, innovation, and integrity. We are committed to fostering diversity, equity, and inclusion in our workplace, and we value the unique perspectives and experiences of each team member. If you're a self-motivated, results-driven individual with a passion for helping businesses succeed, we'd love to hear from you.

**APPLY NOW!**