

## Senior Lease Pricing Business Partner

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Company: Farm Credit Services

Location: Melbourne

Category: other-general

Compeer Financial is seeking collaborative, innovative and dynamic professionals to be a part of our Top Workplace culture! Tell me more about this opportunity. Position

### Overview:

This position provides pricing support and analysis for Compeer's leasing portfolio. Leads lease pricing and profitability analysis, presents recommendations to management, and coordinates implementation of lease pricing products and strategies. This includes ownership of the lease pricing model as well as coordination with the broader Enterprise Financial Management team, business unit senior leadership and tax experts to optimize returns, grow the portfolio, support business planning processes and provide support for key financial business decisions. Acts as a resource for analyzing and interpreting various budget, financial, and performance data. Participates in the ongoing design of processes to provide exceptional service, as well as accurate and timely financial information. The incumbent will also participate as backup for the broader pricing function within the organization. Essential Functions: Is a subject matter expert for Compeer's lease pricing strategy and AgriBank's transfer pricing products. Provides support, guidance, and training to team members.

Counsels sales team members on options/alternatives to optimize pricing outcomes and grow the business profitably.

Provides education and training to sales and leadership on organization lease pricing and lease economics.

Serves as a liaison with AgriBank Treasury and their Funds Pricing System. Includes collaborating in lease product/program innovation and delivery, troubleshooting lease

pricing issues to identify optimal solutions, preparing special pricing quotes for large and unique lease structures, and keying and amending rate locks.

Analyzes Compeer's leasing portfolio and provides direction to management on ways to optimize returns and growth. This includes direction on asset types, lease classification, depreciation, timing, and new markets.

Creates and performs standard reporting and analysis for the Asset Liability Committee (ALCO) and sales leadership/team members. Minimum Qualifications & Required Knowledge, Skills and Abilities: Bachelor's degree in finance, economics, statistics, mathematics, business administration, or related field or an equivalent combination of education and experience sufficient to perform the essential functions of the job.

Minimum of 7 years of lease pricing and/or financial planning and analysis experience at a financial institution.

Experience with a lease pricing model such as Ivory's SuperTRUMP or Solifi's Lease Pricing. Advanced knowledge of lease pricing and profitability.

Advanced knowledge of the leasing industry as well as applicable tax and accounting rules.

Advanced analytical skills with strong attention to detail.

Knowledge of accounting, finance principles, and technology-related applications, which may include general ledger software, MS Access, Excel, OneStream and Axiom.

Listening, written and verbal communication skills, with ability to communicate at all levels of the organization.

Proven presentation skills for one-on-one and/or group presentations and the ability to translate highly technical information into non-technical terms.

Interpersonal, collaboration, communication, problem solving, decision making, analytical, project management, organizational and time management skills.

Ability to influence and negotiate.

Flexible and adaptable to changing situations. Can effectively deal with ambiguity, cope with change, shift gears comfortably, and make decisions without having 100% of the data.

Strong problem solving, decision making, and organizational skills.

Strong computer skills, including MS Office suite, customer relationship management (CRM) programs, and data analytics programs.

Knowledge of macroeconomics, financial concepts & instruments, and financial markets.

Ability to work independently and collaboratively with other teams to achieve goals and represent the business.

High degree of confidentiality.

Valid driver's license. Who is Compeer Financial?

Compeer Financial exists to champion the hopes and dreams of rural America. By joining our team, you will help empower those in agriculture and rural communities to achieve their goals and expand their possibilities. We embrace business agility and innovative approaches to serving our clients and communities. Why join our team? Amazing team members who are passionate about serving agriculture and rural America.

Investment in our team members' education, growth and development.

Engagement in our communities through giving back and volunteerism.

Flexible, collaborative and dynamic work environment.

Great benefits: Medical, Dental, Vision insurance

401K (3% Compeer contribution & up to an additional 6% match)

Paid time off (vacation, sick leave, holidays, volunteer time) Find out why our team members choose Compeer Financial by watching this video. How do I apply?

Qualified candidates, please apply online at [www.compeer.com/careers](http://www.compeer.com/careers). Compeer Financial is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law. Stand Up for Agriculture! Sign up to help Farm Credit advocate for issues important to farmers, ranchers and the rural communities they call home. #J-18808-Ljbfrr

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