

Shop Your Loan LLC

<https://shopyourloan.com/job/business-development-manager/>

Job Description

Shopyourloan.com is a fast-growing auto finance brokerage that connects consumers with the best loan options through a trusted network of **auto dealers** and **lending institutions**. We specialize in delivering flexible, competitive financing solutions tailored to each customer's unique needs, while supporting our partners with industry-leading service and technology.

Position Summary:

We are seeking an ambitious and driven **Business Development Manager** to expand our footprint in the **auto loan market** by identifying, onboarding, and managing relationships with **auto dealerships** and **lenders**. This role is crucial in generating loan volume, building strategic partnerships, and increasing the brokerage's market presence.

Key Responsibilities:

- **Dealer Acquisition:** Source, pitch, and onboard new **franchise and independent auto dealerships** to refer customers for financing.
- **Lender Network Growth:** Identify and establish relationships with **prime, near-prime, and subprime lenders** to broaden loan product availability.
- **Partner Training & Enablement:** Educate dealer partners on loan products, submission processes, and platform tools to optimize deal flow and quality.
- **Relationship Management:** Maintain regular contact with partners to ensure satisfaction, resolve issues, and strengthen long-term collaboration.
- **Sales Performance:** Achieve monthly and quarterly targets for dealer sign-ups, loan applications, and funded deals.
- **Market Intelligence:** Monitor industry trends, competitor offerings, and regional market dynamics to stay ahead of the curve and inform strategy.
- **Reporting:** Track and report partner activity, deal pipeline, and performance metrics using CRM tools and internal systems.

Qualifications:

- 3+ years of experience in **auto finance, dealer relations, automotive sales, or financial services business development**.
- Strong understanding of **auto loan products**, including credit tiers, lender requirements, and the end-to-end financing process.
- Proven ability to **build B2B relationships** and deliver results in a quota-driven environment.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated with strong organizational and time management abilities.
- Proficiency in CRM tools (e.g., Salesforce, HubSpot) and MS Office/Google Workspace.

Preferred Qualifications:

- Existing network of **auto dealers** and/or **auto finance lenders**.
- Experience working for or with a **finance brokerage**, lender, or **indirect**

Auto Dealer And Lender Partnerships

Employment Type

Full-time

Department

Business Development Manager

Reports to

Director of Business Development
or Managing Director

Job Location

Hurst, TX 76053, United States of America

Date posted

September 24, 2025

lending platform.

- Familiarity with **compliance regulations** in the automotive finance space (e.g., privacy, disclosures, lender policies).

To Apply

What We Offer:

- Competitive base salary plus uncapped commission structure.
- Flexible work setup – remote, in-field, or hybrid based on region.
- Access to top-tier lender programs and back-end operational support.
- Career growth opportunities in a fast-moving, entrepreneurial environment.
- Supportive team culture focused on integrity, transparency, and results.

How to Apply:

Submit your resume and a brief cover letter explaining your experience in auto finance and to **recruiting@shopyourloan.com**