

F&I Manager

Job Description



A Finance and Insurance (F&I) Manager is responsible for selling supplemental finance and insurance programs to new and used car buyers, including financing the vehicle purchase. Below, we have provided more information regarding the position so that you can better assess your interest in and qualifications for this role.

Position Requirements

A Finance and Insurance Producer should possess an impressive background in business, finance and/or marketing. A minimum of 2 years of experience in automotive sales and finance is preferred. Excellent communication and organizational skills are crucial, and all F&I personnel must maintain the highest ethical standards.

Key Responsibilities

- A core responsibility is to offer the customer a competitive financing rate so that the financing is done through the dealership.
- Secure competitive financing and leasing deals for clients while adhering to corporate and governmental regulations.
- Offer exceptional customer service to clients while explaining VSC information and aftermarket products that supplement their automotive investment and increase dealership profitability.
- Maintain current knowledge of all finance and lease programs and disseminate information to sales and finance team members promptly, including management of the F&I team.
- Maintain current knowledge of all local, state, and federal regulations affecting dealership operations, particularly regarding sales and finance departments.
- Foster and maintain positive relationships with insurance vendors and lending institutions.

Educational Requirements

A high school diploma or equivalent is required, but a college degree or equivalent experience in finance is strongly preferred (and often required).

Benefits

Benefits vary by dealership, but most dealers offer health insurance, retirement plans, and other various associated employment benefits (dental, vision, disability, etc.)