

F&I DIRECTOR/MANAGER

Job Description



A Finance & Insurance (F&I) Director or 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 & Insurance Director should possess an impressive and extensive background in business, finance and/or marketing. A minimum of two years in automotive sales is preferred and at least one year in a managerial role at a dealership is strongly encouraged. 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 extended warranty 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).

Salary

F&I Directors/Managers can expect to earn between \$70,000 and \$115,000 per year based on the size, revenues and location of the dealership. Many dealerships also pay bonuses for exceeding F&I sales goals.

Benefits

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

If your skills and experience match the qualifications and requirements listed for this position, we hope you will contact the EFG Recruiting team at 972-445-8300, or toll-free at 800-527-1984. At EFG, we are committed to placing exceptional individuals into exceptional careers within the automotive industry.

