

Account Manager **South of England**

The STAR Asset Finance Group has brought together four leading independent asset finance businesses, with unrivalled experience of their markets, to enhance the genuine local service valued so highly by SMEs, with the many benefits of national scale. We have exciting plans for rapid expansion, which will see an increase of market share in existing regions, as well as the establishment of a stronger presence across throughout the South (Dorset, Hampshire, Wiltshire, Berkshire, Surrey and West Sussex). This is a fantastic opportunity to join our team and assist our thriving Sales team!

THE BENEFITS

We offer a competitive salary range for this full-time position, dependant on experience. The role comes with a great benefits package too. This includes:

- Enhanced holiday entitlement (25 days + Bank Holidays)
- Salary exchange company pension scheme
- Group life assurance
- Private medical insurance
- Other enhanced policies
- EAP app and phonenumber support
- Many other great benefits

THE ROLE

To increase sales opportunities and thereby maximise revenue to the Company by building key customer relationships, identifying new business opportunities, negotiating and closing business deals and maintaining extensive knowledge of current market conditions.

Duties will include

- Cold call/ scope out potential new business and turn it into increased business; identifying the decision makers within the company in order to build a pipeline of opportunities
- Use the existing database to find new customers that are interested in leasing cars
- Scope out new funders that are able to assist in building your portfolio for business
- Work internally with Account Managers to aid customers and work with Lenders
- Build up your own customer base and funder clientele to increase business
- Market business to aid increase revenue and promote business
- Increase in knowledge to support the increase of your profits.
- Visiting clients to generate further business
- Maintain and develop existing dealer relationships
- Develop new dealer relationships by cold calling in order to grow the business
- Develop relationships with funders in order to provide a good service for customers
- Maintain business relationships with the internal team as to deliver a good service for customers
- Plan approaches and pitches that can address the customer needs, concerns, and objectives
- Ensuring that the customers are provided with a good service and rates are quoted at the right amount
- Maintain and update sales, dealer and enquiry reports; Ensuring that data is accurate and up to date
- Produce a monthly summary of activity
- Any other duties requested by your manager
- Participate in all mandatory training as requested
- Embed the conduct rules into all aspects of the role
- Keep up to date with compliance regulation updates including any changed within your role

ABOUT YOU

To be considered for this Account Manager role, you will need:

- Strong sales focus and motivated to achieve targets
- Good business sense and an understanding of market principles
- Excellent communication, negotiation and customer service skills
- A positive attitude and plenty of initiative
- Passionate about sales and providing a good service



Star Asset Finance are an equal opportunities employer, value diversity and are strongly committed to providing equal employment opportunities for all employees and all applicants for employment. Equal opportunities are the only acceptable way to conduct business and we believe that the more inclusive our environments are, the better our work will be. We promote equality of opportunity and are committed to ensuring that no individual is discriminated against on the grounds of age, disability, gender reassignment, marriage or civil partnership status, pregnancy and maternity, race, religion or belief, sex or sexual orientation.

APPLYING

Send your up-to-date CV to careers@starassetfinance.com.