

Business Development Manager

STAR Asset Finance Group is on a mission to change asset finance for good, by offering industry leading service, support and engagement to our customers, employees and peers, and we have an exciting opportunity for a Group Head of Compliance to join our Group.

Star Asset Finance is a financial services Group currently made up of four established asset finance companies across the UK. Under the stewardship of our CEO, STAR have exciting plans for rapid expansion, which will see an increase of market share in existing regions, and significant growth in the vendor sales and finance space.

Star Asset Finance promotes equality of opportunity and is committed to ensure 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.

REPORTING TO

Operations Director

LOCATION

Birmingham (Kennet Equipment Leasing)

CONTRACT TYPE

Permanent

HOURS

Full-time

JOB PURPOSE

As a BDM, you will have responsibility for developing new business via vendors, across a variety of products and solutions. This role will suit a highly energised, and self-motivated individual who has a sound knowledge of the business, the systems and sales processes. This is a development role into sales using knowledge from similar roles and gaining experience from your peers and Manager.

JOB RESPONSIBILITIES

- Present the STAR product set to prospective new vendors
- Develop a personal pipeline, and deliver against a personal sales target
- Develop long-term relationships with prospective vendors
- Present quality finance applications to in-house underwriters, or to funders, in a coherent, honest and complete manner
- Follow up on regular marketing activity and take appropriate action in order to continually increase new business and improve quality and service levels
- Work toward agreed KPI's and behaviours
- Engage with regional groups, businesses, introducers, and individuals to help to grow STAR brand awareness
- Work within, and champion use of, group CRM
- Assist with any other duties as reasonably requested by the Operations Director to support across the business

COMPLIANCE, TRAINING & DEVELOPMENT REQUIREMENTS

- Keep up to date with compliance regulation updates including any changes within your role
- Attend and/or complete any mandatory training courses stipulated by the Company
- Lead by example and embed the conduct rules in every aspect of your work
- Identify and approve relevant training opportunities

EXPERIENCE

- Strong sales focus and highly motivated to achieve targets
- Good business sense and an understanding of market principles
- Excellent communication, negotiation and interpersonal skills
- Well organised and able to work on own initiative
- A positive attitude and resilience to cope with setbacks
- Excellent people skills
- Ability to thrive in a fast-paced, target-driven environment

APPLYING

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