

Customer 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 New Business Support to join our Kennet Equipment Leasing business.

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 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.

REPORTING TO	LOCATION	CONTRACT TYPE	HOURS
Operations Director	Coleshill (Kennet Equipment Leasing)	Permanent	Flexible

JOB PURPOSE

As a Customer Development Manager, you will play a pivotal role in developing new leads for our Sales teams. While no prior asset finance experience is required, we are looking for individuals who are highly energised and self-motivated to succeed in a sales-oriented environment.

JOB RESPONSIBILITIES

- Generate and qualify leads through outbound calls, emails, and other prospecting methods
- Learn and understand our range of financial products and services
- Build and maintain relationships with potential clients
- Work closely with Sales teams to ensure smooth handover of sales opportunities
- Achieve KPIs set by line manager
- Collaborate with the Sales team to meet and exceed targets
- Participate in training programmes to enhance sales skills and industry knowledge
- Assist with any other duties as reasonably requested by the line manager 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

- Telephone sales experience
- Excellent customer service skills
- Highly motivated and a good team player
- Good attention to detail to deliver accurate work
- Target driven with the desire to achieve
- Using a range of office software, including email, spreadsheets and databases
- Excellent organisational and time management skills

APPLYING

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