

Senior Sales Support

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	Birmingham (Kennet Equipment Leasing)	Permanent	Full-time

JOB PURPOSE

To provide senior sales support to the Account Directors and Account Managers.

JOB RESPONSIBILITIES

- Take new enquiries and quote on various finance packages and understanding the different finance products
- Package proposals to send to funders and follow up as necessary with an understanding of funder criteria and rates
- Provide additional information to bank/lenders as required
- Handle customer queries, working through differences to come to a positive customer outcome; using a variety of styles to negotiate appropriately
- Support the Account Managers/Directors with any marketing initiatives to generate new business eg mail shots, customer calls, dealer visits, etc as and when required
- Ensure all systems are updated accurately and in a timely manner
- Manage dealer accounts
- Maintain and develop existing dealer relationships in order to secure new and future revenue
- Keep dealers, funders and customers fully updated during the sales process
- Handle customer details in line with GDPR
- Work closely with the New Business Support team
- Work collaboratively with the accounts and underwriting departments to ensure correct processes are adhered to
- Report on current business volumes to ensure monthly targets are met
- When required, run reports for Operations Director and sales team, ensuring all the data is accurate
- Provide support across all sales teams to assist with cover during periods of heavy workload or absence
- Assist with any other duties as reasonably requested by the Account 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**

- Confident communicator, happy to speak to people over the phone and communicate via email
- A positive attitude and able to work on own initiative
- Excellent planning & organisation skills
- Passionate and a good team player
- Strong sales focus and motivated to achieve targets
- Good business sense and an understanding of market principles
- Ability to build effective relationships internally and externally
- Ability to remain calm under pressure

APPLYING

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