

Job Description

Job Title	Finance Broker
Reporting to	Head of Regional Broking
Purpose	To provide exemplary levels of support and advice to UK companies who are looking for commercial finance solutions. Generate new business enquiries, understand funding requirements and assess eligibility. Identify the most appropriate funding solution, introduce lender(s) and manage the application process to completion.

Key Responsibilities	Specific Tasks	Business Objective
Providing first line support to KBIs and direct customers through being a product and market expert	Handling inbound calls and making outbound calls to develop new business, resolve any issues and progress transactions	Owning the customer service provided to ensure excellent service at all times, and in every aspect, for KBIs, prospective customers and existing customers
Compliance with all mandatory policies and adherence to operational procedures to maintain internal controls	Process and maintain accurate records and carry out tasks as requested by line management, to include; <ul style="list-style-type: none"> Updating CRM Databases 	Support the general running of the team and its delivery of teams target
Support Customers with account management and borrowing requirements	Supporting and submitting lending applications where applicable, in line with lenders credit policies, ensuring sufficient information is provided to the Underwriters to enable them to make sound lending decisions	Contribute to the team's quality and customer satisfaction scoring by facilitating transparent communication and the effective management of the customer
Other	Any other tasks as considered appropriate	

Candidate Profile

Element	Essential	Desirable
Skills	<p>Excellent interpersonal and communication skills together with positive evidence of proven successful career progression gained in business development within the Financial Services sector</p> <p>People skills to deliver the highest standards of service</p> <p>Systematic and methodical</p>	<p>Proven track record in providing excellent customer service and in generating significant new income opportunities whilst effectively managing credit risk</p> <p>Proven banking/broker relationship management skills in commercial lending</p> <p>Proven ability to source and develop relationships with KBIs</p>

	Accurately prioritises key tasks	
Qualities	Self-motivated and confident, able to work on own initiative and actively as part of a team Confident dealing with companies and stakeholders directly	Be a natural networker, inquisitive and passionate
Knowledge and Experience	Sound knowledge of the commercial finance market, products and solutions	Ability to structure Finance proposals and write credit applications. Ability to analyse and review financial accounts and associated information
Qualifications	A level education in a business related subject	Graduate level Finance/banking industry qualifications

Conditions and Remuneration

Starting salary	£25,000 - £35,000
Benefits	Newable Benefits Package
Hours	35 hours (9.00am-5.00pm Mon – Thurs, 8.30am – 4.30pm Fri)
Location	North of England

Newable is committed to equal opportunities for all, irrespective of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, sexual orientation, or any other protected grounds. Disabled people who meet all of the essential criteria will be invited to interview.