

## Job Description

Job Title	Finance Broker
Reporting to	Head of Regional Broking
Purpose	<p>To provide support and advice to UK businesses seeking commercial finance solutions.</p> <p>Generate new business enquiries, understand funding requirements and present a funding proposal on behalf our clients to the market.</p> <p>Assist the client in identifying the most appropriate funding solution, establish the client/lender relationship and manage the application process to completion.</p>

Key Responsibilities	Specific Tasks	Business Objective
Building close working relationships with external and Internal introducers to maximise new client opportunities.	Handling inbound calls and making outbound calls to develop new opportunities and gain instruction from clients to source funding.	Taking ownership of the client & Introducer experience, setting client expectations and exceeding expectations.
Compliance with all mandatory policies and adherence to operational procedures to maintain internal controls	<p>Process and maintain accurate records and carry out tasks as requested by line management, to include;</p> <ul style="list-style-type: none"> <li>Updating CRM Databases</li> </ul>	Ensure that the business operates compliantly within company policy and FCA guidelines.
Support Customers with account management and borrowing requirements	Collection, assessing, curating and presenting relevant funding proposal to lenders to enable them to provide funding terms that meet our client's requirements.	Contribute to customer satisfaction and team targets by securing funding terms that meet our clients requirements and manage the transaction through to completion,
Other	Any other tasks as considered appropriate	

### Candidate Profile

Element	Essential	Desirable
Skills	<p>Excellent interpersonal and communication skills together with positive track record of 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</p> <p>Proven banking/broker relationship management skills in commercial lending</p> <p>Proven ability to source and develop relationships with KBIs</p>

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	Competitive
Benefits	Newable Benefits Package
Hours	35 hours (9.30am-5.30pm Mon – Fri)
Location	London

*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.*