



CHRISTIE FINANCE

Part of the Christie & Co Network

Job profile – Junior Finance Consultant – Unsecured & Asset Finance

Summary

Reports to: Shaun Watts

Grade / Level: S.D.R

Salary: Basic salary + competitive commission

Setting:

Based in our Chester Office. Christie Finance Unsecured sits as a separate operational department within Christie Finance. Christie Finance is a long-term business with long-term goals – not just for our clients but also for our employees. We invest heavily in training for our staff, and all members of our team maintain their skills through a programme of Continuing Professional Development. We are a vibrant, progressive business and we're on a mission to make commercial finance simple and straightforward for our clients.

Purpose of Job

To generate opportunities for the business to assist both existing and new clients in obtaining finance in the format of unsecured loans and asset finance in a timely and professional manner. The ongoing goal is to support train and develop successful individuals to progress into the position of Finance Consultant.

Main Duties

- Completing effective research using the CRM systems and external information to prepare for prospect calls
- Making a high volume of effective outbound calls per day
- Building a pipeline of potential business, ensuring this is targeted on a daily basis
- Using excellent sales techniques to gain interest and recognise buying signals
- Update the CRM and diarising call backs
- Liaising with clients via email and telephone
- Communicating with finance consultants to target specific clients following initial fact find and qualification
- To maintain up to date market knowledge to enable the identification of appropriate solutions for customers
- To maintain ongoing contact with prospective clients (both internal and external) to ensure Christie Finance is foremost in their minds for any business finance opportunity
- To operate in line with FCA Guidelines
- To understand what Treating Customers Fairly means in regard to Christie Finance and embed this fully within the work.
- An understanding of SME business and their typical finance requirements

General Responsibilities



- To present and promote Christie Finance as a professional organisation with the highest standards of excellence and client care
- To contribute to the development of Christie Finance's corporate image and perception as a whole by demonstrating quality, consistency and reliability
- To comply with company policies regarding equal opportunities, Health and safety, Data protection and Environmental impact.
- To fulfil any other duties as may be reasonably expected.

Person Specification

- Able to develop strong reciprocal working relationships
- Detail conscious
- Self-motivated
- Driven and energetic
- Determined and resilient
- Honest and trustworthy
- Critical thinking and problem solving
- Organised and planned
- Calm considered approach when handling diverse demands
- A team player
- Interpersonal skills
- Communication skills - listens carefully and gives feedback

Experience & Qualifications

- Proven ability in creating new business opportunities from both external and internal relationships
- Experience /knowledge of unsecured lending and asset finance
- Excellent English writing and presentation skills
- Computer literacy - MS Word, Excel and PowerPoint
- Industry Awareness - regulations (TCF, money laundering, FCA etc.)