



CHRISTIE FINANCE

Part of the Christie & Co Network

Job profile – Finance Consultant Unsecured

Summary

Reports to: Shaun Watts

Grade / Level: Consultant

Remuneration: Basic salary + car allowance/car insurance/other benefits + 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 assist both existing and new clients in obtaining finance in the format of unsecured loans and asset finance in a timely and professional manner. Treating our customers fairly at all times.

Main Duties

- To maintain up to date market knowledge to enable the identification of appropriate solutions for customers
- To source and present facilities to clients
- To maintain successful working relationships with our funder panel, assist and with its development as required
- To generate business from the Christie & Co database of registered business purchasers and existing operators
- To create close working relationships with Christie & Co colleagues to maximise referral opportunities and reciprocal business
- 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 plan, manage and execute several ongoing assignments at any one time whilst ensuring that tight deadlines are met
- To operate in line with FCA Guidelines
- To maintain professional expertise through course attendance, reading of financial journals, and further training in line with but not limited to CF CPD requirements
- 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

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Registered office: Whitefriars House, 6 Carmelite Street, London EC4Y 0BS.

RCC Business Mortgages plc, trading as Christie Finance, is authorised and regulated by the Financial Conduct Authority. Our Firm Reference number is 709982.

Not all types of business we undertake is authorised and regulated by the Financial Conduct Authority. Christie Finance operates as an intermediary and are not a principal lender.

Calls may be recorded for training and quality purposes.



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
- Sales and service orientation
- 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
- Confident negotiator and ability to 'close the deal'

Experience & Qualifications

- Proven success in previous sales roles - 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.)