**Trainee/ Junior Finance Consultant – Core – Glasgow**

**About Christie Finance**

We are a vibrant, progressive business and we’re on a mission to make commercial finance simple and straightforward for our clients. Our mission is to help first time buyers and existing business owners secure funding, and we have been doing this for over 45 years. We have grown from 32 people to 42 this year alone and 2024 has been our best year yet.

As part of the Christie Group network, we work closely with Christie & Co in providing financial solutions for commercial business owners and buyers. Our Finance brokers are equipped to specialise in one of our specialist areas formed of four divisions: Core, Corporate Debt Advisory, Unsecured and Real Estate. We have attracted talent from some of the UK’s leading banks as well as boutique finance organisations. Our leadership invest heavily in training our employees and aiding them to maintain their skills through a programme of Continuing Professional Development.

**About the team**

Christie Finance embodies a culture where teamwork meets ambition. Our expertise ensures client success, supported by a flexible, dynamic team that values hard work. We have created a positive and rewarding place to work. We work in a collaborative autonomous environment where driven individuals are given the support to see each day as an opportunity for personal and professional growth. This is a fantastic opportunity to join a team of experienced brokers, learning the role, our sectors and forging a long-lasting career in brokering commercial finance on behalf of our clients.

**The Role**

The purpose of this role is to support clients to realise their ambitions, by sourcing funding packages to aid growth or reposition their business(s). Also, building strong working relationships with all parts of the group is key as we have a multi service group, that will either generate leads or support the need of our clients.

**Responsibilities**

In this role you will:

* Keep up to date with industry knowledge or changes to enable the identification of appropriate solutions for customers
* Source and present facilities to clients
* Maintain successful working relationships with our funder panel, assist and with its development as required
* Leverage the Christie & Co database of registered business purchasers and existing operators to develop business opportunities
* Foster working relationships with Christie & Co colleagues to maximise referral opportunities and reciprocal business
* Have a relationship-led mentality and maintain ongoing contact with prospective clients (both internal and external) to ensure Christie Finance is foremost in their minds for any business finance opportunity and ensure an exceptional client experience.
* Plan, manage and execute several ongoing assignments at any one time whilst ensuring that tight deadlines are met
* Operate in line with FCA Guideline, internal company policies and best practice

**What we are looking for**

The suitable candidate for this role would bring:

* Business development experience within the financial services sector
* Ability to hold a professional conversation with a varied client base
* Customer-facing experience: understanding customer needs and identifying pain points
* Strong relationship-building skills

**More about you**

At Christie Finance we value the importance of creating and maintaining meaningful personal relationships in and outside of the workplace to achieve success, our people are:

* Self-motivated and tenacious
* Strong networking and relationship building skills
* Collaborative and a team players
* Solutions orientated
* A keen eye for attention to detail and due diligence

**What we offer you**

* A competitive commission structure
* Car allowance and Insurance for you plus one
* Mileage Allowance Relief
* Fuel card
* Hybrid working
* 25 days holiday plus bank holidays
* Holiday carryover & additional Christmas leave
* Life assurance
* Employee wellbeing assistance via Plumm
* Cycle to work scheme
* “Recommend a Friend” employee referral bonus
* Enhanced family friendly leave
* Eyecare Vouchers