



## **Business Development Manager – Broker Sales**

### **Competitive Salary – Depending on experience**

Arkle Finance is a provider of asset finance to SMEs and specialist finance to consumers, and they are looking to recruit a Business Development Manager – Broker Sales. You will represent Arkle Finance in engaging with new and existing partners in the Broker channel to achieve the delivery of the strategic targets. The main purpose of your role is to maximise sales opportunities and business conversion, measured through volume (£) and return (%) targets. You will support the entire process to drive revenue streams to achieve set targets and develop long term relationships. This new and exciting role will be based out of our Wellingborough office.

#### **Key Responsibilities:**

- Promotion of Arkle Finance products, service and engagement within the Broker market.
- Evaluate and review brokers to increase market share.
- Generate new Broker prospects to Arkle Finance.
- Ensuring that broker trading agreements, training and regulatory compliance is strictly adhered to.
- Communicating effectively to achieve team and individual targets.
- Provide effective competitor analysis to implement strategic and tactical initiatives.
- Ensuring a consistently high standard of documentation with minimal errors.

The successful candidate will already have a minimum of 3 years' experience within the leasing industry. You will be highly self-motivated and target driven with the ability to express ideas clearly when speaking and writing. For this role you will need to have good listening and questioning skills, to ensure that deals are structured effectively. You will be proficient in negotiating and presenting along with a high degree of numeracy and accuracy which is essential for this role.

To apply please send a CV and covering letter to [BANKHR@weatherbys.co.uk](mailto:BANKHR@weatherbys.co.uk)

**Arkle Finance upholds the principles of equality and diversity and actively promotes opportunity for all employees, both current and prospective.**