



Business Development Manager – Direct Sales Specialist

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 two Business Development Managers – Direct Sales Specialists. Your remit will be to introduce, develop and secure profitable and enduring vendor relationships within your chosen specialised field, leading to maximised sales opportunities and business conversion. Performance will be measured through volume (£) and return (%) targets. This new and exciting role will be based out of our Wellingborough office.

Key Responsibilities:

- Identify sales opportunities (Vendor) within specific market sectors providing the lead for all aspects of the role.
- Provide expert opinion on the performance of said sectors to support portfolio development.
- Securing Vendor agreements leading to continuity of business.
- Maximise business potential and portfolio performance against targets.
- Provide effective competitor analysis to implement strategic and tactical initiatives.
- Liaise with Vendors and Customers to co-ordinate new business opportunities.

Typical Market sectors of interest, but not exclusive are: Construction Plant, Machine Tools, Aircraft Support Equipment, Waste and Recycling, Scientific Equipment, 3D Printing, Food Processing, Drones and Metals, Wood, Plastics Processing.

The successful candidate will be able to demonstrate knowledge within their specialist market sector. We are looking for someone who will have the ability to introduce, establish and represent Arkle Finance within the chosen sector. You will be highly self-motivated and target driven with excellent diplomatic skills. A proficient negotiator and presenter are also essential for this role.

To apply please send a CV and covering letter to BANKHR@weatherbys.co.uk

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