



Senior 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 Senior 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.
- Identify core value drivers and strategy to deliver Arkle Finance business.
- Generate new Broker prospects to Arkle Finance.
- Build solid enduring relationships at senior and sales levels.
- Understand Arkle Finance's pricing structure and relevant Broker training where necessary.
- Provide effective competitor analysis to implement strategic and tactical initiatives.
- Effectively support all deal proposals and paperwork.

The successful candidate will possess the ability to represent Arkle Finance in the Broker Channel having a minimum of 3 years' experience within the leasing industry. 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.