

Job Description

Job Title: Asset Finance Partner

Purpose of job:

The Asset Finance Partner (AFP) will build strong relationships with local businesses and source funding on their behalf. They will liaise with multiple finance companies to ensure the best terms and rates are achieved. They will develop and grow their portfolio of customers in a way that reflects and maintains the ethos of Evangate Financial Services providing business finance customers can trust.

Key tasks and responsibilities

- Provide small to medium businesses with quick access to funding at the best rates available
- Proactively promote all company services within the local area
 - Asset finance
 - Vehicle finance
 - Commercial loans
 - Commercial mortgages
 - Invoice Finance
 - R&D tax credits
- Develop and maintain relationships with introducers, funders and internal stakeholders
- Build a portfolio of excellent customer relationships
- Devise and implement their strategy to retain current and attract future business
- Build own profile through variety of mediums, e.g networking events, social media, etc.
- Host customer events
- Be an active and supportive team member

Knowledge and skills

- Work both autonomously and as part of a team
- Work in alignment with the purpose and ethos of Evangate Financial Services, being a brand ambassador at all times
- Promote a culture of treating customers fairly, in line with FCA regulations
- Remain up to date and adhere to FCA regulations
- Minimise customer and stakeholder disruption by making sure deals are right first time