

Job Title: Asset Finance Partner

At Evangate FS we do things a little different. We are the most forward thinking asset finance company in the UK, providing a working environment for our team that is second to none, and customer care that genuinely puts the customer at the center of everything we do.

We use the term “Partner” rather than “Manager” because you get more autonomy in your role, and your opinion is important to the future direction of the company.

We are now rapidly expanding across the UK and looking for experts in the area of asset finance who can work as a team to provide fast and pain free services to our growing customer base.

Job Description

Purpose of job:

The an Asset Finance Partner (AFP) with Evangate Financial you will build strong relationships with local businesses and source funding on their behalf. You will liaise with multiple finance companies to ensure the best terms and rates are achieved. You 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 fast, pain free access to funding at the best rates available
- Proactively promote all company services within your local area and customer base
 - 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 strategies to retain current and attract future business
- Build your 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 vision and values 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

Candidate Specification

Essential criteria

- Significant experience in asset finance brokering
- Expertise in operating within financial services overall
- Driven to do the best for your customers
- Bring an existing client base and an established introducer base
- UK drivers' licence

Desirable skills and experience:

- Experience in Evangate's key markets of agriculture, construction, civil engineering, ground care, arboriculture and forestry
- Experience in Evangate's product lines in addition to asset finance: vehicle finance, commercial loans, commercial mortgages, invoice finance and R&D tax credits
- Knowledge of 90/00s Rap and R&B (desirable but not essential as full training will be given)

Qualities:

- Brings energy, enthusiasm and wants to help others in the team succeed
- Has good rapport with customers, introducer base and other team members
- Prioritises customers over hard sales techniques
- Honest, trustworthy and reliable

To Apply for this role, please send a copy of your CV with a covering letter to kyle@evangatefs.com

Evangate FS is committed to equality, diversity & the creation of an inclusive work environment. We value the skills, experience and perspective that a diverse and representative workforce offers us in terms of our ability to deliver top class legal services to our clients.