



**JCB Finance Ltd is a specialist asset finance company with portfolio balances exceeding £1 billion**

**Field-Based Finance Sales Opportunity: an excellent opportunity for a candidate with proven sales skills to join an established brand.**

### **Honest, Enthusiastic & Hardworking**

We are seeking an experienced sales **Territory Manager** who will be home-based around Suffolk, Ipswich and Norfolk.

### **Job Description**

- Specialist in Asset Finance – responsible for providing excellent service and solutions designed to meet our customers' funding requirements.
- Promote finance products (hire purchase and lease) to customers who are purchasing JCB construction and agricultural machinery as well as non-competitive plant and commercial vehicles.
- Business development - develop excellent relationships with our customers, vendor and dealer sales staff whilst promoting JCB Finance within this niche market sector.
- Completion of finance agreement documentation, working knowledge of FCA Regulation and policy eg: Anti-Money Laundering, Data Protection Act, Know Your Customer, Treating Customers Fairly - training will also be provided.

### **Person Specification**

- Proven experience of vendor, hard asset and general finance structuring skills.
- Excellent negotiation skills, numerate, accurate, with good organisational and time-management skills and a good working knowledge of hire purchase and leasing.
- Proven experience within the financial services sector and/or with an asset finance background - ideally in a field-based role.
- Computer literate – Microsoft Office and an aptitude for working with the latest digital technology.
- GCSE (or equivalent) grade C in English and Maths minimum – higher education and/or a banking or finance industry qualification would be an advantage. Full driving licence. Must be eligible to work in the UK.

### **Excellent Pay & Benefits Package**

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| <ul style="list-style-type: none"><li>• Excellent basic salary.</li><li>• Discretionary bonus - up to 40% of basic salary</li><li>• Annual Disturbance Allowance</li><li>• 37.50 hour per week, 5 days – Mondays to Fridays.</li><li>• 25 days holiday per annum plus Bank Holidays (and 5 service days after eligibility)</li></ul> | <ul style="list-style-type: none"><li>• Company Car</li><li>• Pension scheme (employer contribution - 15%)</li><li>• iPhone and iPad</li><li>• Subsidised private healthcare scheme</li><li>• Employee loan schemes</li></ul> |
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To apply please visit [www.jcb-finance.com](http://www.jcb-finance.com), please download an application form and return to [humanresources@jcb-finance.co.uk](mailto:humanresources@jcb-finance.co.uk) or by post to Human Resources, JCB Finance Ltd, The Mill, High Street, Rocester, Staffordshire, ST14 5JW.

Closing date: Friday 23 August 2019

Employment is conditional upon satisfactory pre-employment checks including references, Credit Reference Agency and Basic Disclosure check (DBS), and qualifications.