



Honest, Enthusiastic & Hardworking
JCB Finance Ltd is a specialist asset finance company with portfolio
balances exceeding £1 billion

We are recruiting for a **Relationship Manager** for our Direct & Online Sales team based at JCB Finance's office in Rocester, Staffordshire (opposite JCB's World HQ).

Pay & Benefits:

- | | |
|--|--|
| <ul style="list-style-type: none">• Competitive basic salary• Discretionary sales incentive scheme• 37.50 hour per week, 5 days – Mondays to Fridays• 25 days holiday per annum plus Bank Holidays (and up to 5 service days after eligibility) | <ul style="list-style-type: none">• Pension scheme (employer contribution - 15%)• Private healthcare scheme• Employee loan schemes• Gym, dental scheme• Casual Fridays, free beverages |
|--|--|

Qualifications & Experience:

- Minimum: Grade C/5 in GCSE English and Maths.
- Qualifications from the finance, banking or credit sectors are ideal
- Proven record of successfully meeting sales quotas in a financial services environment
- Knowledge of hire purchase, leasing, or general lending
- Working understanding of financial services rules, regulation and industry-norm policy such as anti-money laundering, Data Protection, fraud, treating customers fairly; etc

Responsibilities include:-

- Supporting the sale of excavators and equipment by way of hire purchase and lease (B2B);
- a high level of telephone interaction with customers, the field-based sales team and dealer sales personnel;
- achieving profitability and margin objectives;
- making outbound calls and responding to inbound enquiries;
- developing and nurturing relationships with clients and dealer sales personnel;
- build, manage and maintain sales pipelines
- support the team as well as achieving individual objectives

Competences:-

- customer service and focus
- drive for results
- confident, sound judgement and decision-making
- excellent communication - verbal and written
- ability to prioritise and work professionally whilst managing multiple client demands
- numerate, accurate, attention to detail

To apply please visit www.jcb-finance.co.uk/careers to download our application form - please use our secure on-line portal. Alternatively please post to Human Resources, JCB Finance Ltd, The Mill, High Street, Rocester, Staffordshire, ST14 5JW. Closing date: Friday 6 March 2020.

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

JCB Finance Ltd is authorised and regulated by the Financial Conduct Authority (Firm reference number: 708332)

HR/recruitment DST 022020