



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

Field-based finance sales: an excellent opportunity for a candidate with business development skills to join an established brand.

Honest, Enthusiastic & Hardworking

We are seeking a Territory Manager. The role is home-based in Edinburgh, Falkirk or the Scottish Borders regions, covering the territory between Edinburgh and Newcastle-upon-Tyne.

Job Description

- Asset finance and business development.
- Responsible for providing excellent service and solutions 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 personnel whilst promoting JCB Finance.
- Completing finance agreement documentation.
- Compliance with FCA Regulation and policy including but not limited to, Anti-Money Laundering, Data Protection Act, Know Your Customer, Treating Customers Fairly (training will be provided).

Person Specification

- Values driven and customer focused.
- Experience of vendor, hard asset and general finance structuring skills.
- Knowledge and experience of hire purchase and lease.
- Self-motivated, with the ability to influence multiple stakeholders.
- Ability to develop collaborative working relationships at all levels.
- Excellent negotiation and solution selling skills.
- Numerate, accurate, with good time-management.
- Effective, confident and articulate communicator; able to represent the company at all levels.
- Experience of working in the financial services sector and/or with an asset finance background in a field-based role.
- Computer literate – Microsoft Office and an aptitude for working with digital Apps and technology.
- GCSE (or equivalent) grade C/5 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

- | | |
|--|--|
| • Competitive salary. | • Company Car |
| • Discretionary bonus - up to 40% of basic salary | • Pension scheme (employer contribution - 15%) |
| • Annual Disturbance Allowance | • iPhone and iPad |
| • 37.50 hour per week, 5 days – Mondays to Fridays. | • Private healthcare scheme |
| • 25 days holiday per annum plus Bank Holidays (plus up to 5 service days after eligibility) | • Employee loan schemes |

To apply please download an application form and return to humanresources@jcb-finance.co.uk or by post to Human Resources, JCB Finance Ltd, The Mill, High Street, Rocester, Staffordshire, ST14 5JW.

Closing date: not specified

Employment is conditional upon satisfactory pre-employment checks and eligibility to work in the UK. JCB Finance Ltd is authorised and regulated by the Financial Conduct Authority (Firm reference number: 708332) Field Sales TM Scotland/Borders 03.2020