



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

JCB Finance is a B2B lender regulated by the FCA. We are proud to be JCB's sales-aid asset finance provider in the UK. Our shareholders are the JCB and NatWest Groups. Our office is in Rocester, Staffordshire (near Uttoxeter), opposite JCB's World HQ. Induction training will take place from the office in Staffordshire initially.

## **Vacancy: Field Operations Director – North**

### **Role purpose**

Based in and having responsibility for the northern sales territory's objectives and KPIs, the successful role holder will have accountability for developing and leading the regional sales operations. The role holder will work in collaboration with the Sales Director and Field Operations Directors for the Central and Southern territories. The role holder will work closely with JCB Finance's Regional and Territory Managers, as well as with JCB's UK dealers and our customers, JCB product specialists, attending UK industry events, as well as collaborating with colleagues from the company's office in Rocester.

### **Reporting line and team membership**

The role holder reports to the Sales Director, is a member of the Sales Executive team, Senior Leadership Team, and has Regulatory accountability as a Certificated Person under the Senior Managers & Certification Regime (FCA).

### **Territory/location**

The geographic reach of the territory includes Scotland, northern UK (down to M62 corridor) and Northern Ireland. The successful candidate will live on the northern sales territory. The requirement is to be out two to three days every week, and with the team; coaching, developing, visiting major/ local customers, as well as building key relationships with the JCB Dealers in the Construction and Agriculture sectors. There is also a requirement to be at JCB World Headquarters offices and JCB Finance's offices in Rocester, Staffs, at least twice every month.

## Summary of key responsibilities

- Accountable for the northern zone sales/business development targets, contributing to the success of company targets and profitability.
- Effective leadership, performance management, and development of the northern sales team, guiding the team in achieving KPIs, sales, and business development objectives.
- Coaching for and supporting professional development and skills within the team, leading by example, in accordance with our values, purpose and culture.
- Effective relationship management of national/major accounts and ensuring co-operation with key sales projects.
- Maintaining strong relationships with local senior dealer personnel, senior JCB Sales, and other key stakeholders.
- Working to support finance penetration, business development/growth, as well as JCB Finance, and JCB's, strategic goals.
- Presenting/communicating at all levels - confident, articulate.
- Effective and supportive ambassador of JCB Finance and its shareholders.

## Person requirements

Always seeking new opportunities

Having a focus on continuous improvement

Diligent and compliant, including evidencing fitness & propriety in a Regulated role.

Leadership and coaching skills

## Qualifications & experience

Minimum of 5 years' proven experience in an asset finance corporate business development role or similar role (essential).

Bachelor's degree and/or a professional banking or asset finance qualification at Level 5 or above (preferred).

## Excellent Remuneration & Benefits

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| <ul style="list-style-type: none"><li>• Competitive salary</li><li>• Discretionary bonus - up to 50% of basic salary</li><li>• Disturbance Allowance</li><li>• 37.50 hours per week, 5 days – Mondays to Fridays – flexibility is required due to the nature of the role, with overnight stays as required.</li><li>• 25 days holiday, plus Bank Holidays, up to 5 service days after eligibility</li><li>• Company Car (electric)</li><li>• Pension scheme (employer contribution - 15%)</li><li>• iPhone and iPad</li></ul> | <ul style="list-style-type: none"><li>• Private healthcare</li><li>• Private dental scheme (at HQ)</li><li>• NatWest Share schemes</li><li>• Employee loan scheme</li><li>• Company enhanced maternity pay</li><li>• Life assurance, company sick pay, PHI</li><li>• Employee Discounts</li><li>• Charity day/volunteering</li><li>• Long Service Awards/recognition</li></ul> |
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## **Applications**

To apply please visit [www.jcb-finance.co.uk/careers](http://www.jcb-finance.co.uk/careers) to download our application form.

Please send completed application form and your CV if you wish, to [humanresources@jcb-finance.co.uk](mailto:humanresources@jcb-finance.co.uk)

Alternatively, please post the completed application form to:

### **Private & Confidential**

Human Resources Department  
JCB Finance Ltd  
The Mill, High Street  
Rocester  
Staffordshire  
ST14 5JW

### **Employment is subject to satisfactory pre-employment checks including –**

References  
Regulated Reference (where relevant)  
Credit Reference Agency check  
Fraud check  
Basic Disclosure check (DBS), and  
Education

JCB Finance Ltd is authorised and regulated by the Financial Conduct Authority (Firm reference number: 708332),  
Climate literate organisation - Silver standard.