



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

Honest, Enthusiastic & Hardworking

Due to expansion and internal promotion, we have a vacancy for a full-time **Relationship Manager** in our **Direct Sales Team**. Our office is in Rocester, Staffordshire (opposite JCB's World HQ). We'll be trying out a hybrid working pattern from 4th April (2 days home working, 3 days office working), with new role induction and coaching to be conducted from the office.

Responsibilities include:-

- Supporting and promoting the sale of excavators, plant and equipment through hire purchase and lease (B2B)
- negotiating finance rates and co-ordinating each stage of the customer transaction
- 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
- supporting the team as well as achieving individual objectives
- co-ordinating and taking responsibility for own workload (supervisory support available for referrals)
- demonstrating fairness, empathy and good practice when conducting business negotiations with our customers;

Competences and person skills:-

- customer service focus
- drive for results, self-motivated
- confident, decisive
- excellent communicator - verbal and written
- good admin skills, computer literate, able to use digital technology (training provided)
- ability to prioritise and work professionally whilst managing multiple client demands
- numerate, accurate, good attention to detail
- team worker, supportive

Qualifications & Experience:

- Minimum: Grade C/5 in GCSE English and Maths.
- Proven success in meeting sales quotas in a financial services environment
- Finance, banking or credit sector qualifications (preferred)
- Knowledge of hire purchase, leasing, or B2B lending (preferred)
- Understanding of financial services rules, regulation and standard industry policy such as anti-money laundering, Data Protection, fraud, treating customers fairly (preferred)

Pay & Benefits:

- Competitive salary
- Permanent contract
- Discretionary bonus scheme
- Pension Scheme (15% employer contribution)
- Personal and home loan scheme
- Subsidised Private healthcare scheme
- Private dental scheme
- Subsidised gym on-site at HQ (post-pandemic)
- Sharesave scheme
- 37.50 hours per week
- 25 days holiday plus Bank Holidays
- Free car parking

To apply please visit www.jcb-finance.co.uk/careers to download our application form and/or your CV - please use our secure on-line portal.