



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 proven sales skills and experience in the asset finance sector, to join an established brand.

Honest, Enthusiastic & Hardworking

We are seeking an experienced **Territory Manager** to be home-based within the sales territory locations of Northamptonshire, Bedfordshire, Hertfordshire, Buckinghamshire and Oxfordshire.

Job Description

- Specialist in Asset Finance – responsible for providing excellent service and solutions to meet our customers’ funding requirements, predominantly in the construction and agricultural sectors.
- Business development – building excellent relationships with customers, vendor, and dealer salespeople, promoting JCB Finance in a niche market sector.
- Promote finance products (hire purchase, lease) to customers who are purchasing JCB construction and agricultural machinery.
- Focus on achieving business development and sales goals.
- Completion of finance agreement documentation, admin, high value finance facility applications.
- A good understanding of lending principles.
- Working knowledge of FCA Regulation and policy eg: Anti-Money Laundering, Data Protection, Know Your Customer, Treating Customers Fairly, the Conduct Rules (training provided).

Person Specification

- Experience of vendor, hard asset funding and structuring high value finance facilities, hire purchase and lease.
- Excellent business development and negotiation skills, numerate, good organisational skills.
- Experience within the financial services sector and/or with an asset finance background - ideally in a field-based role.
- Computer literate – Microsoft Office, aptitude for working with digital technology.
- Requirement for occasional overnight stays.
- GCSE (or equivalent) English and Maths minimum – higher education and/or a banking or finance industry qualification is advantageous. 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">• Excellent basic salary• Discretionary bonus - up to 40% of basic salary• Disturbance Allowance• 37.50 hour per week, 5 days – Mondays to Fridays (must be flexible due to nature of the role)• 25 days holiday, plus Bank Holidays, up to 5 service days after eligibility | <ul style="list-style-type: none">• Company Car (electric and hybrid)• Pension scheme (employer contribution - 15%)• iPhone and iPad• Private healthcare scheme• Employee loan schemes• Life assurance, company sick pay, etc. |
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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.

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)