

Business Development Manager

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Company: Magna Money

Location: United Kingdom

Category: other-general

Role Purpose - Self Employed Commercial Finance Broker To liaise with business owners and funding partners to create, manage and close commercial finance opportunities for SME businesses and property professionals. This role would suit finance brokers who are currently employed in a commercial finance role but are keen to increase their earning potential and benefit from the flexibility of being self-employed. Alternatively, professionals working in banking or lending who have an established network of contacts, business owners or introducers, and a knowledge of the deal lifecycle, would be strong candidates for our brokerage opportunity.

The Business & Scope of Role Magna Money is the UK's premier commercial broker network. As part of a mid-tier accountancy firm, they are offering professionals in financial services and banking the opportunity to venture out as a self-employed commercial finance broker through their brokerage division which has been a cornerstone of the group since its formation in 2016. Through them, you will be your own boss. You will have all the perks of working independently, including the freedom to set your working hours and an uncapped income potential, while still being able to receive expert support from the national brokerage and accountancy firm backing the Magna network.

As a self-employed finance broker, you will be able to support business owners and property professionals to access lending from our panel of over 150 funders by offering: Business loans (secured & unsecured) Invoice factoring & discounting Asset finance/leasing VAT & HMRC funding Merchant cash advance Commercial mortgages Bridging Development finance Buy to Lets Benefits

As a self-employed commercial finance broker, you will be able to: Benefit from the independence of being self-employed,

getting out of corporate working hours policies and start to decide your hours and setting your own work/life balance. Keep 80% of the net fees on any completed deals with no earnings or income ceiling, a limitless income stream. Leverage our world class brand including web listing, email address and business cards. Access to our full suite of over 150 lenders across all commercial lending areas. Benefit from referring into other service lines through the parent company, including personal mortgages, R&D tax credits, and corporate finance. Access training, coaching and mentoring from a successful team on all aspects of broking, including deal management for areas where you have limited knowledge. Utilise our accounts function for invoice raising and credit control. Use the HubSpot CRM for managing your deal pipeline.

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