

Commercial Finance Broker- Chester

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Company: Dobson Welch

Location: Cheshire

Category: other-general

(CW1042) Commercial Finance Broker- Chester

Location Chester

Type: Permanent

Salary £28,000 - £32,500 Per Annum (Uncapped commission plus excellent benefits)

Our client a successful and growing Commercial Finance Business are looking to recruit an experienced Commercial Finance Broker to assist both existing and new clients in obtaining commercial finance/business loans in the format of unsecured loans and asset finance in a timely and professional manner.

Excellent Basic Salary, Car Allowance, Pension, Free Parking, Commission Structure, Car Insurance Paid and Work from Home 1 day per week.

Main Responsibilities:

- To maintain up to date market knowledge to enable the identification of appropriate solutions for customers
- To source and present facilities to clients
- To maintain successful working relationships with their funder panel, assist and with its development as required

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- To generate business from the database of registered business purchasers and existing operators
- To create close working relationships with colleagues to maximise referral opportunities and reciprocal business
- To maintain ongoing contact with prospective clients (both internal and external) to ensure the business is foremost in their minds for any business finance opportunity
- To plan, manage and execute several ongoing assignments at any one time whilst ensuring that tight deadlines are met
- To operate in line with FCA Guidelines
- An understanding of SME business and their typical finance requirements

Successful candidates must have proven success in previous sales roles by creating new business opportunities from both external and internal relationships. Experience of unsecured loans and asset finance would be beneficial.

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