

## Senior Commercial Finance Broker

[Apply Now](#)

Company: Tide

Location: United Kingdom

Category: other-general

### About Tide

At Tide, we are building a finance & admin platform designed to save small businesses time and money. We provide our members with business accounts and related banking services, but also a comprehensive set of connected administrative solutions from invoicing to accounting. Launched in 2017, Tide is now the leading business financial platform in the UK with 575,000 SME members (10% market share) and more than 250,000 SMEs in India. Headquartered in London, Tide has over 1,800 Tideans across the UK, Bulgaria, India, Serbia, Romania, Ukraine and Germany. Tide is rapidly growing, expanding into new markets and always looking for passionate and driven people. Join us in our mission to empower small businesses and help them save time and money.

### About the role

We are looking for an experienced Business Finance Specialist (Commercial Finance Broker) to join our Sales Team and help as many customers as possible access the right finance, through effective conversations - Taking the time to understand about the businesses you engage with (how they work, growth plans, challenges, their experience of finance so far) and understanding customers' finance needs and effectively matching them to the best product and lender that meets their need.... giving every customer a 5 Star experience whether successful or not, through our sheer professionalism and mind-blowing standard of customer service.

Some of the things you'll be doing:

Contact, engage and manage our Small Business customers through their application

process

Build and nurture working relationships with our commercial lending partners

Become confident in articulating the Funding Options proposition and service

Building on your extensive knowledge of business finance, and gaining an in-depth understanding of the wide variety of lenders and products in the market

Confidently articulating the different finance options available to customers across multiple business finance product classes

Maintaining accurate, up-to-date information on any prospects that you speak with (in Salesforce)

Monitoring and identify trends whilst adding new or enhanced customer profile information into Salesforce

Keeping up to date on industry trends, market & competition.

Actively share stories and successes to the wider organization through relevant comms channels.

What we are looking for

As this is a Senior Position within our Sales Team, we are looking for somebody experienced in this space with a demonstrable track record of success who will be able to hit the ground running.

Ideally you will already be working for a Commercial Finance Brokerage or have experience of Commercial Finance in a customer facing sales role

You will be able to demonstrate a track record of successfully meeting and exceeding revenue based targets

You'll have excellent communication and interpersonal skills

You will be able to demonstrate a results-oriented work ethic with impeccable attention to detail, determination and drive

You'll be obsessive about delivering the highest level of customer service

You will be extremely well organized and analytical and work well under pressure

You can troubleshoot issues quickly and effectively

You will be able to engage and quickly establish strong working relationships

You're a self-starter who doesn't wait for instruction, and who works backwards from targets to ensure effective execution.

What you'll get in return:

Make work, work for you! We are embracing new ways of working and support flexible working arrangements. With our Working Out of Office (WOO) policy our colleagues can work remotely from home or anywhere in their home country. Additionally, you can work from a different country for up to 90 days a year. Plus, you'll get:

Competitive salary

Vitality Health Insurance, with a proactive focus on mental and physical wellbeing

24/7 Employee Assistance Program

25 days holiday with the ability to buy extra days

We invest in your development with a £1,000 professional L&D budget per year

Access to 'salary sacrifice' benefits such as Cycle to Work scheme and pension contribution

Spacious brand new office in Liverpool street with an all-day snacks bar

Enhanced family-friendly leave

24 hours paid volunteering time off per year

Flexible working options

Sabbatical leave

Share options

Tidean Ways of Working

At Tide, we champion a flexible workplace model that supports both in-person and remote work to cater to the specific needs of our different teams. While remote work is supported,

we believe in the power of face-to-face interactions to foster team spirit and collaboration. Our offices are designed as hubs for innovation and team-building, where we encourage regular in-person gatherings to foster a strong sense of community.

Tide is a place for everyone

At Tide, we believe that we can only succeed if we let our differences enrich our culture.

Our Tideans come from a variety of backgrounds and experience levels. We consider everyone irrespective of their ethnicity, religion, sexual orientation, gender identity, family or parental status, national origin, veteran, neurodiversity status or disability status. We celebrate diversity in our workforce as a cornerstone of our success. Our commitment to a broad spectrum of ideas and backgrounds is what enables us to build products that resonate with our members' diverse needs and lives.

We are One Team and foster a transparent and inclusive environment, where everyone's voice is heard.

**#LI-BK1**

**#LI-Hybrid**

**#LI-Remote**

[Apply Now](#)

#### **Cross References and Citations:**

- 1. Senior Commercial Finance Broker Automationjobs Jobs United Kingdom Automationjobs ↗**
- 2. Senior Commercial Finance Broker ScrumjobsJobs United KingdomScrumjobs↗**
- 3. Senior Commercial Finance Broker Presidentjobs Jobs United Kingdom Presidentjobs ↗**
- 4. Senior Commercial Finance Broker Statisticsjobs Jobs United KingdomStatisticsjobs ↗**
- 5. Senior Commercial Finance Broker Vietnamjobs Jobs United KingdomVietnamjobs ↗**
- 6. Senior Commercial Finance Broker Searchenginejoblistings Jobs United Kingdom Searchenginejoblistings ↗**
- 7. Senior Commercial Finance Broker Automobilejobs Jobs United Kingdom**

**Automobilejobs** ↗

**8. Senior Commercial Finance Broker Trendzfurnitures Jobs United Kingdom**

**Trendzfurnitures** ↗

**9. Senior Commercial Finance Broker Nyjobscentral Jobs United Kingdom**

**Nyjobscentral** ↗

**10. Senior Commercial Finance Broker Findlocaljobs Jobs United Kingdom Findlocaljobs** ↗

**11. Senior Commercial Finance Broker Surgeonjobs Jobs United Kingdom Surgeonjobs** ↗

**12. Senior Commercial Finance Broker Jordanjobs Jobs United Kingdom Jordanjobs** ↗

**13. Senior Commercial Finance Broker Doctorjobsnearme Jobs United Kingdom**

**Doctorjobsnearme** ↗

**14. Senior Commercial Finance Broker Buenosairesjobs Jobs United Kingdom**

**Buenosairesjobs** ↗

**15. Senior Commercial Finance Broker Salesjobsnearme Jobs United Kingdom**

**Salesjobsnearme** ↗

**16. Senior Commercial Finance Broker Smartjobsearch Jobs United Kingdom**

**Smartjobsearch** ↗

**17. Senior Commercial Finance Broker Stockholmjobs Jobs United Kingdom**

**Stockholmjobs** ↗

**18. Senior Commercial Finance Broker Nyjobscareer Jobs United Kingdom Nyjobscareer** ↗

**19. Senior commercial finance broker Jobs United kingdom** ↗

**20. AMP Version of Senior commercial finance broker** ↗

**21. Senior commercial finance broker United kingdom Jobs** ↗

**22. Senior commercial finance broker Jobs United kingdom** ↗

**23. Senior commercial finance broker Job Search** ↗

**24. Senior commercial finance broker Search** ↗

**25. Senior commercial finance broker Find Jobs** ↗

Source: [https://uk.expertini.com/jobs/job/senior-commercial-finance-broker-united-kingdom-tide-](https://uk.expertini.com/jobs/job/senior-commercial-finance-broker-united-kingdom-tide-7d117c9432/)

[7d117c9432/](https://uk.expertini.com/jobs/job/senior-commercial-finance-broker-united-kingdom-tide-7d117c9432/)

Generated on: 2024-05-02 by [Expertini.Com](https://uk.expertini.com/)