

ASC Finance for Business Account Executive Position

Who are we?

ASC is the largest independent commercial finance broker specialising in arranging commercial loans and business finance for SME's. We have been established for over 40 years, with a successful track record in raising commercial finance, and are keen as ever to expand our operation. We operate as a franchised network (currently) with one (the largest) operation being company owned.

We deal with many (approx. 45,000) professional introducers (such as accountants, those in financial services etc.), trade associations (Bed & Breakfast Association, etc.), and our constantly expanding database of existing clients. Our approach is very marketing orientated, with a proactive and innovative outlook (bi-monthly e bulletins, newsletters, etc.), with communication experiments (list mailshots, leaflet drops etc.) and a focused social media marketing presence.

ASC has maintained its market leading position throughout the recent recessionary pressure over the past few years. As a result of our experience and successful track record ASC enjoyed a profitable trading environment. We are now looking at expanding our operation.

The company-owned and managed unit deals in London and certain key locations in the UK. This is the largest and most successful unit within ASC, which we are keen to grow, and therefore are looking for new people to join our team.

The Group

The group's focus is "SMEs"; there is no restrictive "cross selling" policy, the only link at Head Office level being the know-how about the target market. We are very focused on marketing and very keen to be "lean and mean" which helps us to be very close to our market and the ultimate client. We are also highly IT driven with as little administration as possible thus relying on very direct and close communication with our staff (most senior staff have been with us for over 25 years and have progressed through the ranks).

A successful operation within the Group is AIMS Partnership Ltd. AIMS operates as a franchised network (we now have approx. 230 Accountants). AIMS is thus the largest independent accountancy network of fully qualified professional accountants specialising in providing a full range of accountancy services to small businesses. Our unique and innovative marketing, product and operational approach has helped AIMS to grow substantially in the past years.

There are other companies within the Group (Property, Outsourcing, Lending).

Role and Responsibilities

1. Manage existing and develop new sources of Business
 - Professional sources like Accountants, Financial Advisors
 - Networking opportunities, Trade Associations, etc
 - Through telephone calls, meetings etc. Looking for a proactive approach to seeking out relationships and driving new lines of business.
2. Deal with applicants from enquiry stage right through to completion
 - Communicating with prospective clients
 - Meeting and interviewing prospective clients and introducing them to our services
 - Selling our services to prospective clients and introducers
 - Preparing and analysing documentation to present to lenders
 - Present applications/general liaison with lenders
 - Negotiate with clients and lenders

Qualifications & Skills required

1. University Degree
2. Experience in Banking, Financial Services or Estate Agency
 - Experience in financial services or banking or Estate Agency is useful but not essential, a
 - We are happy to consider candidates with a solid track record in sales or commerce a solid track record in sales or commerce
3. IT Skills
 - Basic Word & Excel
 - Basic understanding of Web, Social Networking and the impact on business
 - Good understanding of a basic database management system
4. Communication skills
 - Enjoy communication by phone & face to face with SME's
 - Enjoy working directly with real people and understanding that "every client is different", and needs to be treated according to their individual requirements
 - Communicate without "waffle" and with focus
 - Group's philosophy of "2nd opinion" and direct communication
5. Other Skills
 - Must be comfortable with "sales"
 - Needs to adopt a "proactive" approach to marketing and business development – ability and drive to make things happen is essential"
 - Ability to work in a small team
 - Acceptance of our results orientated approach
 - Organised and focused approach to work (time management, prioritisation etc.)
 - Solution approach not "it is a problem"
6. Dealing with SMEs
 - Ability and willingness to deal directly with real people and real SMEs.
 - Willingness to understand their individual requirements
7. Other
 - The vacancy is particularly suited for an applicant looking for possibly their second or third role in their career, who is keen to develop a career in a smaller financial business with proven and successful track record
 - The successful candidate will have a clear focus on long term prospects within our organization

To apply for this position email your CV and cover letter to

joshua@assec.co.uk