

ASC Finance for Business Account Executive Position

Who are we?

ASC is the largest independent commercial finance broker specialising in small business (defined by the borrower's ownership and management ("owner-operator") rather than by size. Established for over 40 years we clearly have a successful track record 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 (FSB, etc.), and our constantly expanding database of existing clients. Our approach is very marketing orientated, with a proactive and innovative approach (bi-monthly e bulletins, bi-monthly printed newsletters, etc.), with communication experiments (list mailshots, leaflet drops etc.) and a high profile track record of communication with Media.

ASC has maintained its market leading position throughout the 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 expanding our operation.

ASC operate a company owned and managed unit dealing in London and certain key locations in the UK. This is the largest and most successful unit within ASC – a vacancy exists in this unit.

The Group

The group's focus is thus "small business"; there is no restrictive "cross selling" policy, the only link at HO 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 grown through the ranks)

Another successful operation within the Group is AIMS Partnership PLC: AIMS is the largest independent accountancy network of fully qualified professional accountants specialising in providing a full range of accountancy services to small businesses (defined in the same way as for ASC). Our unique and innovative marketing, product and operational approach (to name a few: Fixed Price, Standing Order, Telesales, Existing Client marketing, Home office environment), has helped us to grow substantially in the past years.

AIMS operates as a franchised network (we now have approx. 250 Accountants) and continues to grow. We maintain a proactive approach to Media and to existing clients and are currently implementing a marketing plan to develop our working relationships with trade associations. There are other companies within the Group (Property, Outsourcing)

Role and Responsibilities

1. Manage existing and develop new sources of Business
 - Professional sources like Accountants, Financial Advisors
 - Networking opportunities, Trade Associations, etc
2. Deal with applicants from enquiry stage right through to completion
 - Interview applicants
 - Prepare documentation to present to lenders
 - Present applications/general liaison with lenders
 - Negotiate with clients and lenders

Qualifications & Skills required

1. University Degree
2. IT Skills
 - Basic Word & Excel
 - Basic understanding of Web, Social Networking and the impact on business
 - Good understanding Database management
3. Communication skills
 - Enjoy communication by phone & face to face
 - Communicate without “waffle” and with focus
 - Group’s philosophy of “2nd opinion” and direct communication
4. Other Skills
 - 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”
5. Other
 - The vacancy is particularly suited for a graduate, who is keen to develop a career in a smaller financial business with proven and successful track record
 - The vacancy may also be suited for a “2nd job”
 - The successful candidate will have a clear focus on long term prospects within our organisations.

**To apply for this position email your CV and cover letter to
henry@assec.co.uk**