

ASC Finance for Business Associate Director Position

Who are we?

ASC

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 has 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 come up 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 business (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, trade shows and exhibitions

2. Deal with applicants from enquiry stage right through to completion
 - Interview applicants
 - Prepare documentation to present to lenders (via London HO)
 - Liaison with clients and introducers following the feedback via London HO
 - Assist to progress a transaction to its completion

3. The successful applicant will be based at home

- There is thus a requirement for adequate facilities to be available.
- Meetings with clients and business associates are to be held at their premises

Qualifications & Skills required

1. Personal Skills

- University Degree
- Self-motivated and can work in a result orientated environment
- Able to work independently without supervision (based on a home office environment)

2. IT Skills

- Basic Word & Excel
- Good understanding of Database management
- Remote desktop working, electronic filing

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
- Good, succinct, written English

4. Other Skills

- Ability to work in a small team
- Acceptance of our results orientated approach
- Organized and focused approach to work (time management, prioritization etc.)
- Solution approach not “it is a problem”

5. Other

- The vacancy is particularly suited to senior executives preferably with experience in banking, financial services, real estate but a successful track record in a commercial environment is also acceptable – we are looking for a proven and successful track record
- The vacancy may also be suited for a “2nd job”
- The successful candidate has a clear focus on long term prospects within our organisation
- The position can be upgraded after two years to take advantage of our management buy in programme (Regional Director)

Remuneration

OTE of £45,000 to £70,000 a year

To apply for this position please e-mail your CV to Jo Milehi at jo.milehi@asc.co.uk.