



## Sales Director Asset Finance

### About Capitalflow

Specialist Business Lender Capitalflow, began operating in April 2016 and has grown to become one of Ireland's leading Specialist Business Lenders. Capitalflow provides SMEs immediate access to a range of financial products – Leasing, Hire Purchase, Re-financing, Invoice Discounting and Property Finance. The company operates nationwide with our offices in Santry and Baggot Street in Dublin. Capitalflow has ambitious growth plans in the coming years, with a key focus on growing value for our customers through the delivery of an expanding range of products and services, supported by best in industry digital technologies.

### About the Role

As the company grows we have an opportunity to expand our team working together with our Irish Entrepreneur SME and Business to Business customers in the greater Dublin area. In this role you will create new connections and build long term relationships with Irish business customers across all key sectors in this region. You will report to the Head of Asset Finance and work with the current Sales Team servicing our customers throughout Ireland, this role is for Dublin and Leinster region.

You will grow an understanding of our customer's business demands, challenges and opportunities, and work on behalf of our customers to maximise the value of Capitalflow's products and services, enabling speedy access to asset financing.

You will maintain deep expertise across sectoral asset types, and have a keen understanding of market dynamics, to enable you to best serve our customers in their business ambitions and along the steps of their business journeys.

What's gets us up in the morning is the opportunity to make a difference by working closely with New and Existing customers. If this sounds like you, give us a call today!

### Your responsibilities will include

Expand Capitalflow's network of customers and partners by seeking out new connections and building long term relationships, leveraging both digital capabilities and traditional networking as means of introduction and to generate interest in the value of our products and services.

Demonstrate a working knowledge and understanding of the asset finance market including competitor's products. You will have good lending credit skills in order to maximise the value that Capitalflow can bring to our customers and to develop a good portfolio of clients, ranging from Micro SME's to Large Corporates.



Achieve annual sales targets set out in accordance with the company's projections and agreed in advanced.

Drive and maintain a high level of new business enquiries for Hire Purchase and Leasing, increasing introductory sources through Vendor/Dealer relationships, Brokers and consultants, driving conversion rates and at all times represent the Capitalflow team through the highest standards of customer service and partnering.

Produce and deliver new business reports demonstrating capability to meet personal sales targets.

Produce quality credit reports accurately, with the necessary compliance and governance that meets the risk requirements of Capitalflow. Credit reports in line with Capitalflow guidelines to include financial analysis, asset risk quality, risk mitigation, valuation of assets, source of business and client background analysis.

Work with the broader Lending teams in Capitalflow to ensure brand aligned top customer experience across all elements of our services, and also to support continued improvement across our services to our customers.

#### Ideal for the role

**Experience** – Lending experience in the Asset Finance industry

**Qualifications** – Degree in finance or relate code QFA an advantage

Full clean Driving Licence