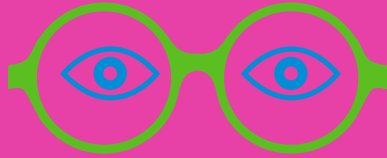


Capitalflow is on the lookout

## **FOR A NEW**

### **Sales Director Asset Finance**

to join our growing team



People working together to make a difference is what Capitalflow is all about – we work hard to support each other and to support our customers through thick and thin

This is what makes us a business lender like no other  
Put simply, we are all about people, building relationships, and going the distance together.

**Do you want to join us on our quest to transform business lending by putting people first in everything we do?**

As Capitalflow is growing, we are looking to expand our team working together with our Irish Entrepreneur SME and Business to Business customers in the greater Dublin area.

We are looking for someone who enjoys creating new connections and building long term relationships with Irish business customers across all key sectors in this region.

We want someone who will work to understand our customer's business demands, challenges and opportunities, and work on with them to help them maximise the value of Capitalflow's products and services, enabling speedy access to asset financing

Most importantly, we are looking for a people's person who enjoys engaging with Irish business people across the country, and really driving value through our customer journeys touchpoints.

**IF YOU ENJOY A FAST ENVIRONMENT, EXCEL IN BUILDING RELATIONSHIPS BOTH INTERNAL AND EXTERNAL, THRIVE IN A TEAM ENVIRONMENT AND YOU HAVE STRONG ATTENTION TO DETAIL WE WOULD LOVE TO HEAR FROM YOU!**

## WHAT YOU'LL BE DOING ...

- Expanding Capitalflow's network of customers and partners by seeking out new connections and building long term relationships
- Demonstrating a working knowledge and understanding of the asset finance market including competitor's products
- Maximising 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
- Achieving annual sales targets set out in accordance with the company's projections
- Driving 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
- Producing new business reports as well as accurate credit reports that meet the risk requirements of Capitalflow demonstrating capability to meet personal sales targets
- Working 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

## OTHER THINGS WE'D NEED FROM YOU...

- Develop a strong knowledge of the business
- Keep a strong eye on the detail
- Work as a team player to find solutions/make improvements
- Previous Lending Experience
- Keep true to our brand and values and always put people first!

## QUALIFICATIONS...

- Qualifications – Degree in finance or related QFA an advantage
- Full clean Driving Licence

**SOUNDS LIKE A FIT? EMAIL US AT [HELLO@CAPITALFLOW.IE](mailto:HELLO@CAPITALFLOW.IE)**