

New Business Development Manager

Leeds

Competitive Salary + 30% bonus, 24 days holidays (rising to 27) plus bank hols, long service incentive scheme(s) and other great benefits

37.5 per week (Mon to Fri) with flexibility when travelling to customer sites with the opportunity to work from home occasionally

WHO ARE WE

We are a specialist debt purchase and management company based in Leeds and regulated by the Financial Conduct Authority. We have grown substantially in recent years, winning many awards including Investor in Customers Silver Accreditation in late 2017, maintaining this in 2018. More recently, with new investment we are creating further opportunities for growth. As our journey continues, we have a really great opportunity for someone with strong new business development expertise to join our Acquisitions Team to further grow our portfolio and strengthen our place in the market.

ABOUT THE ROLE

Our company is based just outside of Leeds, with excellent public transport networks. However, we will consider applications from candidates from anywhere in the Yorkshire region, as you will be expected to travel to client sites across the UK.

WHAT YOU'LL BE DOING

- Developing & Targeting new business opportunities in assigned focus groups in line with sales strategy
- Building the relationship with new clients to drive organic business opportunities
- Manage relationships to ensure debt purchase processes are followed and time line expectations met.
- Creating accurate and detailed critical MI and presenting it to key stakeholders
- Managing both internal & external client communications and identifying where appropriate escalation to relevant business areas and managing in a professional, accurate & timely manner.
- Representing the business at allocated events – determined by the Director of Acquisitions.
- Maintaining and updating documentation relating to department needs, change control process and client folders.
- Researching and analysing reports for quality improvements and efficiency gains.
- Representing the interests of the company in a professional and competent manner.
- Delivering high levels of customer service both internally & externally.
- Providing consistently accurate & timely information as required by the department and in line with the businesses needs

- Building and maintaining strong working relationships across departments within the company.
- To take responsibility for risk and compliance within the remit of your role and the department

WHO WE ARE LOOKING FOR

- You will ideally have a minimum of 3 years in a similar role and ideally, you'll have experience within a regulated environment and ideally although not necessarily, will have exposure to debt collection industry
- You will have an understanding of the consumer credit sector and working within the regulatory framework of the FCA
- Clear and effective communication skills (written and verbal).
- Intermediate / advanced user of Microsoft Office Packages in particular excel and power point.
- Proficient user of CRM data base / system.
- Ability to prioritise workloads.
- Ability to work to tight deadlines to ensure the effective delivery of service.
- Excellent selling skills and understanding of debt collections processes; in order to bring a sale to closure.
- Strong business development and relationship management skills.
- Ability to develop and implement successful sales strategies for new business acquisition.
- Ability to execute against the strategy; drive results.
- Effective decision-making skills.
- Strong negotiation and influence skills.

WHAT YOU'LL GET IN RETURN

- A really competitive salary dependent on experience
- Monday to Friday 37.5 hours per week.
- Up to 30% bonus paid annually
- Up to 5% employer contribution to your pension plan
- Generous Healthcare Cash Plan
- Private medical health insurance (PMI)
- Long Service Incentive scheme
- 24 days holiday (Rising to 27 days with length of service) + Bank holidays
- Free Parking
- Other benefits associated with forward thinking companies, including really great recognition schemes
- A newly refurbished office environment with modern facilities because where you work is just as important as what you do.

Due to the nature of our industry and roles, any offer of employment will be subject to the satisfactory completion of background checks, including; DBS Basic and Credit file check.

Please apply with a CV and covering letter to careers@lanternuk.com