

Area Sales & Portfolio Manager

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Area Sales & Portfolio Manager, National Sales Team (Motor & other Asset classes)

Date:	July 2022
The Role:	Area Sales & Portfolio Manager within the National Sales Team
Job Location:	North Dublin / Louth
Job Function Keywords:	Sales & Business Development – Secured Asset Finance: Motor / Agri / SME Equipment
Employment Type:	Full Time & Permanent
Company Description:	First Citizen Finance (“First Citizen”) was established in 2012 by the Management team of their former business which had become one of Ireland’s leading providers of corporate and retail financial services. First Citizen has successfully continued with the provision of a wide range of products and services, particularly Asset finance lending across a diverse range of Asset classes.
Job Description:	First Citizen’s Motor Finance division has seen considerable growth since its entry into the Car Finance market in February 2014. We are now seeking an Area Sales & Portfolio Manager who will play a key role in the continued development and maintenance of new and existing relationships with Motor Dealers, Approved Intermediaries, and New Business Introducers. The successful candidate will be experienced, well-resourced and have an ability to work on their own initiative and be a customer-centric individual – must also be self-motivated and have an ability to work as part of a team. The successful candidate will also be required to further develop and exploit new opportunities in our Agri and SME Equipment Finance divisions. This is an opportunity to work as part of a progressive, highly motivated unit and assist in the ongoing and future growth of First Citizen’s various Loan Portfolios.
Job Skills & Requirements:	<p>The successful candidate will have the following key skills and attributes –</p> <ul style="list-style-type: none">• Minimum of 3 to 5 years’ experience in the Motor / Asset Finance sector, to include significant knowledge of the Motor Industry• Assist Motor Dealers / Intermediaries to effectively and professionally handle the sales process of Asset finance products while adhering to the regulatory landscape governing the sector• A good understanding of how the Agri and SME Asset Finance sectors operate and an ability to develop relationships with Agri Dealers, Approved Intermediaries and SME customers• Strong interpersonal skills; confident and persuasive; flexibility and adaptability• A high level of attention to detail regarding all aspects of their role• Sound planning and organisational skills; objection handling and problem solving skills• Excellent communication and presentation skills (verbal, written and numerical skills)• Ability to achieve Sales and Financial Volume targets at acceptable Margin and Risk levels whilst working to tight guidelines. Candidate must be commercially aware.• Effective territory management on daily / weekly / monthly basis• Strong analytical skills with a good understanding of the Credit and Risk framework• Applicant should be qualified to degree and / or professional qualification level, i.e. Minimum APA (Accredited Product Advisor) / ‘Grandfathering’ designation• The successful candidate will hold a full, clean driving licence. This is essential.

A highly competitive remuneration and benefits package (including company car) will be offered to the successful candidate. Please contact Mr. Michael Conlon, HR Consultant, First Citizen Finance, Gloucester Square, Dublin 1.

Email: michael.conlon@firstcitizen.ie

Closing Date for Applications: Wednesday, 10th August 2022

Any applicant applying for this position must familiarise themselves with our data protection policies prior to submitting any personal data to us. Full information on our data protection policies and how we use your data can be found in our privacy policy located at www.firstcitizen.ie/privacy-policy.php

