

## Area Sales Manager

We're looking for an energetic and high performing individual to join our rapidly growing team. Focussing on the engineering and manufacturing sectors in the UK you will be responsible for actively sourcing and pursuing new business opportunities through known contacts and vendors along with direct sales activity.

Developing relationships with industry associations and suppliers as well as customers is key to this role, you will be expected to attend a variety of events and become a known part of the industry.

Our customers expect a strong understanding of their business and assets; you'll work to develop your knowledge of existing and new machinery in the market working with and developing new and used machinery contacts to support this.

You will be responsible for ensuring the FCA regulations are adhered with attention paid to the Treating Customers Fairly. Training will be provided where necessary.

### Person Specification

- Experience in the supply or finance of assets to the engineering or manufacturing sectors
- Excellent sales and negotiation skills with a proven track record in new business origination
- Excellent communication and 'people skills' with a strong networking ability
- Business sense, initiative and enthusiasm
- Good report, presentation and proposal writing skills
- Competent in using Microsoft Excel, Word and Outlook
- A full driving licence

### Benefits

- Salary – negotiable
- Additional On Target Earnings
- Pension
- Car Allowance

### About Us

Compass Business Finance is an independent company specialising in the provision of asset-based finance to the print, packaging and engineering sectors. Established in 2005, Compass continue to see year-on-year growth through their innovative and relational approach to the market. In addition to their own loan book, Compass have broking lines with several other funders and are accredited by the British Business Bank to offer funding supported by the Enterprise Finance Guarantee Scheme.

### To Apply

Email your CV and covering letter to Amy Hird ([amy@compassbusinessfinance.co.uk](mailto:amy@compassbusinessfinance.co.uk))

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