



TOUCH FINANCIAL

UK's largest online invoice finance brokerage, providing brokerage services to businesses involved in business to business trading activities. The brokerage is the largest volume introducer to the invoice finance marketplace in the UK but also offers brokerage services for, Asset Finance, Trade Finance and Commercial Mortgages.

Currently have over 450 live clients and a panel of 15 major lenders.

Job Spec for Consultant - Telesales

The purpose of the consultant's role is to ensure all new work is dealt with efficiently, ensuring the needs of the client are met by understanding the service needed and being able to pass the job on to the most suitable lender through discussions with the team.

The right candidate will be a confident, enthusiastic and professional person with excellent communication skills, motivated to meet targets and strive to progress within the company.

Having being trained on all necessary elements, the candidate will be undertaking the following on a daily basis:

- Outbound 'cold calling' to businesses selling the benefits of financial alternatives to bank overdrafts for businesses and/or additional working capital solutions for businesses.
- Monitor web system for new work;
- Review information submitted by the client and aim to call within 15 minutes of this being received to obtain further information regarding the company and its needs, and ensuring all relevant information is obtained;
- Sales / target focused with an ability to understand and recognise quickly opportunities over the phone;
- Explore the company further by reviewing its website / check on Companies House, etc;
- Refer the job to the most suitable lender – making the decision based on discussions within the team;
- Follow up call to client to ensure lender has been in contact / obtain date of their meeting;

- Further follow up call after meeting has been held to obtain feedback as to whether or not they will be using their services or alternative lender needs to be sought and provide feedback to lender re clients response;
- Cold calling of businesses identified as requiring or already using Invoice Finance.

Target

The role is target driven and rewards will be provided on a quarterly basis for achievement of these targets.

Salary

Competitive.

Contact Details

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