

# HOPE CAPITAL

## BUSINESS DEVELOPMENT MANAGER

Location: Remote / various

Working hours: 40 hours per week

Contract: Permanent

Salary: Competitive

### COMPANY

Hope Capital is a specialist bridging lender with a reputation for service excellence. The experienced team can handle standard bridging cases through to the more specialist or complex. Hope Capital will lend for almost any purpose, from investment property purchase to refurbishment and equity release. Every case and application is assessed on its own merits

For over 10 years we have been supporting brokers and their clients achieve their ambitions through short-term bridging loans. What sets Hope Capital apart is our common sense, collaborative and transparent approach, competitive product proposition and dedication to service excellence. We are completely transparent about all fees, interest rates and the process right from the outset.

### JOB DESCRIPTION

An exciting opportunity presents itself for a proactive individual who is looking to work with a company who has impressive growth aspirations. Hope Capital is searching for an individual with spirit, tenacity, ability and appetite to help them succeed in their vibrant, fast-moving sector.

### ESSENTIAL SKILLS WE NEED FROM YOU

- ✓ Strong experience of developing new business within different geographies and across different product offerings and handling key accounts / relationships.
- ✓ Strong written and oral communication skills.
- ✓ Ability to present confidently to both individuals and groups.
- ✓ Comfortable with capturing and scribing essential business data.
- ✓ A positive 'can do' attitude to all Hope Capital business directives.
- ✓ Ability to use own initiative and work effectively under pressure to meet tight deadlines.
- ✓ Ability to work with a high degree of accuracy and attention to detail.
- ✓ Able to manage time effectively and prioritise workloads.
- ✓ Able to cope with changing circumstances and work on several tasks at once.
- ✓ Ability to work confidently within a small team or independently.
- ✓ Act as an ambassador for the business at hospitality and industry events.
- ✓ Ability to stay focused on the long-term goal.
- ✓ Full UK driving license.

### DESIRABLE SKILLS

- ✓ Proficient use of Excel spreadsheets and Microsoft Office; including PowerPoint and Teams.
- ✓ Good knowledge of the Commercial and Residential Property Market.

CALL

0151 523 5998

EMAIL

[opportunities@hope-capital.co.uk](mailto:opportunities@hope-capital.co.uk)

VISIT

[hope-capital.co.uk](http://hope-capital.co.uk)

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## KEY RESPONSIBILITIES

- ✓ To exceed the new business targets, by developing the tactical and strategic engagements to exceed annual new business and profitability targets.
- ✓ Execute the strategy and deliver the required results, in line with the company's values and regulatory expectations.
- ✓ Develop, create, and execute a new business contact strategy to increase distribution in order to achieve your new business goals.
- ✓ Support the onboarding process for your brokers/clients, meeting SLAs and regulatory quality requirements.
- ✓ Present and implement a full proposition, which includes adding value to the distribution channels.
- ✓ Ensure the cultivation and development of new business opportunities with brokers and introducers to generate repeat and referral business.
- ✓ To establish suitable processes to ensure a structured approach to exceed target achievements against agreed KPI's.
- ✓ Manage the distribution channels, down to individual firm level, for quality of business and quality of conversion, through training education and support.
- ✓ Establish the enquiries requirements and conversions needed to meet new business objectives and targets and manage the team to deliver.
- ✓ Establish and foster partnerships and relationships with introducers.
- ✓ Represent and promote the business at trade shows, industry / corporate functions.
- ✓ Manage multiple relationships at all levels with external and internal stakeholders.
- ✓ Identify product, service and business opportunities to deliver growth and build brand reputation.
- ✓ Deliver effective communication of the company's proposition.
- ✓ Provide market / competitor insight to identify new opportunities and identify key selling points and services.
- ✓ Ensure you deliver excellent results service and make informed in-principle lending decisions.
- ✓ Deliver forecasts and KPI reporting for your line manager to use in planning and forecasting.
- ✓ Abide by all company policies, procedures and regulatory legislation and guidance.
- ✓ Ensure accurate and up to date records are maintained on the CRM system.
- ✓ Other reasonable similar duties may be allocated from time to time to commensurate with the general character of the role and the business.

## ADDITIONAL INFORMATION

- ✓ Fulfil the need to travel or attend events may feature.
- ✓ Need to work irregular hours and weekends as required to fulfil the above responsibilities e.g. events attendance.
- ✓ To support Company Values of Integrity; Flexibility; Collaboration; Improvement and Customer Focused as embraced by the Hope Capital Mission Statement.

IF YOU WANT TO TAKE THE NEXT STEP IN YOUR CAREER,  
COMPLETE THE FORM ON OUR WEBSITE AND UPLOAD YOUR CV:

[APPLY NOW](#)

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