

# Job Description

Role: Regional Account Manager

Team: Supplier Sales



## Shire Leasing – Regional Account Manager (Supplier Sales)

### Employer description:

Headquartered in Tamworth, Midlands, Shire Leasing is one of the largest privately owned UK funding houses specialising in business finance, predominantly for equipment and asset leasing. Our vision is to provide a market-leading service through innovation and expertise, delivering flexible funding solutions for British businesses. Despite competing against banks, we are an Asset Finance UK Top 50 company. Our independence allows us to innovate, adapt and add value, resulting in Shire Leasing being one of the top 10 UK Asset Finance companies showing the most consistent growth rates, with an Own Book now exceeding £180m.

Since 1990, Shire has helped more than 66,000 businesses by arranging funding for a diverse range of assets such as large machinery, security systems, coffee machines, IT equipment, vehicles and even cows. We also form relationships with equipment suppliers, manufacturers and vendors across the full spectrum of business assets, enabling UK SMEs to invest in equipment by accessing an affordable finance option at point of sale.

We're proud to provide our customers and suppliers with an award-winning service, with previous wins including 'Top Independent Lessor of the Year' and a 'Digital Direct 2 Customer Development' award won for Click2Finance (our B2B e-commerce leasing payment solution), testament of our drive to innovate, delivered by our experienced in-house development team.

People, Planet, Profit is Shire Leasing's business sustainability strategy, which focuses on adding value and creating positive social, environmental and economic outcomes whilst achieving our company vision. Our initiatives are fresh and wide-ranging, from our 'Driving Clean Air' programme where we work with City Councils to support UK SMEs invest in Clean Air Zone compliant vehicles, signing a voluntary 'Charter for Employers who are Positive about Mental Health', through to our 'Tree for a Lease' initiative which has already supported over 14,000 trees being planted in Madagascar in aid of reforestation.

As an employer, we foster a supportive and harmonious work environment where training and growth is encouraged, empowering employees to progress through qualifications and the career ladder. Although large, communication remains key at all levels and we offer our employees a voice and opportunities to contribute ideas through various platforms including an Employee Forum, Wellbeing Committee and more.

[Watch our video](#) to hear from employees what it is like to work for Shire Leasing. If you share the same values as us and want to make a difference to UK SMEs whilst progressing yourself, we want to hear from you.



### Our Values

Service | Honesty | Innovation | Relationships | Efficiency



### **Responsibilities:**

- To ensure that the company's vision and values are upheld when dealing with staff/customers and third parties
- Responsible for the continuous management, growth and development of Vendor Driven Accounts
- Identify new business opportunities
- Develop and implement an effective business, marketing and sales plan in conjunction with the objectives of the Supplier Sales division
- Develop Account Planning activities to maximise opportunities and/or increase share of wallet with existing and new accounts
- Increase brand awareness for Shire Leasing in the market place through professional networking and targeted promotion events
- Collaborate with colleagues in all Shire Group divisions to enhance sales and cross-selling opportunities across the businesses
- Establish effective working relationships with key internal staff, including administration teams (marketing, finance, underwriting, support etc) and members of the Executive Board
- Ensure all minimum standards are achieved for operational and credit criteria and implementation of fraud prevention measures to minimise operational and credit risk
- Ensure all lending and compliance processes are fulfilled

### **Qualifications/Experience:**

- Sound knowledge of business and asset finances
- Must have experience of working within a commercial finance environment.

### **Skills/Abilities:**

- Effective interpersonal and verbal communication skills
- Well-developed sales/networking and credit/finance skills
- An assertive, confident and professional manner
- Demonstrable sales and business acquisition skills
- A clear ability to focus on targets and objectives and to perform well under pressure
- A positive attitude and "can-do" approach
- Entrepreneurial and inquiring business style
- Continually demonstrating energy and enthusiasm
- Deliver targeted income growth from existing and new accounts
- Continually seek out and follow up prospective business opportunities through each level of activity
- Achieve Key Performance Indicators set by the Sales Director

### **Benefits:**

- Competitive salary (details upon application)
- Death in service insurance providing life cover equal to 2 x basic annual salary
- Continuous on the job learning and development
- Closed between Christmas and New Year without affecting annual leave entitlement
- Day off on your birthday (or during that month) without affecting annual leave entitlement
- Annual holiday buyback scheme for up to 5 days
- Access to free mental health services and support via company partnerships
- Free, secure parking at Tamworth office
- Discounted gym membership with the Gym Group in Tamworth and Sutton Coldfield
- Various employee-led forums to join and share your ideas
- Monthly charity days to support different causes both locally and nationally

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