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| **Secure Trust Bank Corporate Development Manager** |
| **Job Level**: Level 7**Career Path:** Individual Contributor**Core Job Title:** Senior Professional 2**Reporting** **To**: Strategy & Corporate Development Director**Certified Role:** No **Location**: Flexible |
| Secure Trust Bank is an established, well-funded, and capitalised UK retail bank providing savings accounts and lending services to over a million customers. In 2022, the Group celebrated 70 years of helping consumers and businesses fulfil their ambitions.Our customers are at the heart of everything we do, but we can’t achieve our customer-focused strategy without the right people in our team. At Secure Trust Bank, we know that people are our biggest investment, which is why a career with us is not just a job. It’s the chance to be part of something bigger, to add real value to the bank and to help us constantly improve in order to achieve our ambition of becoming the most trusted specialist lender in the UK. We believe in giving our staff autonomy, with initiative and exceptional performance recognised through a variety of individual and team awards and incentives. All our employees have a tangible impact on the group’s core values, and we are looking for candidates who are enthusiastic, proactive, and enjoy working in a fast-paced environment. |
| **Job Description** | ***Job Purpose***Assist the Strategy and Corporate Development Director in ensuring robust and consistent financial & non-financial assessment of business development opportunities. Assisting in Merger & Acquisition (M&A) activity within the Group including acquisition opportunities and commercial negotiations. Support and assist in the creation and delivery of strategic goals. ***Key Responsibilities*** * Assisting in M&A preparation – including negotiation, opportunity identification and valuation. Grounding M&A decisions in sound financial data, developing transaction strategy and supporting strategic planning.
* Responsible for identifying and evaluating investment and/or acquisition opportunities. To review divestment options, conduct analysis and make risk and return based recommendations.Formulating financial/non-financial targets and budgets in accordance with the Group Strategy.
* Identification of profit generating opportunities in the wider business market and new markets to introduce both existing and new product ranges to those already being provided.
* Develop and use networks within the business and commercial environment to create new business ventures e.g. alliances & acquisitions.

***Key Interfaces**** CFO and Executive Committee
* External advisors as appropriate including for legal and tax advice
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| **Specification** | ***Skills/Knowledge/Experience**** Significant experience at Senior Management Level within the Financial Services Industry.
* ACA/ACCA qualification is preferred
* Proven change agent who has demonstrated an ability to lead incremental growth in company profitability.
* Successful and extensive track record of driving strategic decision making and commercial development.

***Qualifications**** Accounting qualification: ACA, ACCA or CIMA, and 5+ years experience post qualification

***Competencies**** Risk Aware – We keep our customers and us safe and secure
* Customer focused – Our customers are at the heart of everything we do
* Ownership – We need to take personal responsibility
* Performance Driven – To become the most trusted specialist lender in the UK we need to each take personal accountability for our performance
* Teamwork – We achieve more when we work well together
* Future Oriented - Embracing change and implementing good ideas gives us the competitive edge
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