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| **Secure Trust Bank C:\Users\wilsonj\AppData\Local\Microsoft\Windows\Temporary Internet Files\Content.Outlook\KO37RZHB\STB_logo_UPDATED_strapline_WHITE.png Regional Managing Director, Commercial Finance** | |
| **Business Grade Level**: 7  **Reporting** **To**: Chief Commercial Officer  **Location**: London | |
| Secure Trust Bank is an established UK retail bank that was established in 1954. The core business has over 800 employees and operates principally from its head office in Solihull, West Midlands. The Group's diversified lending portfolio currently focuses on Business Finance through its Commercial Finance and Real Estate Finance Divisions and Consumer Finance through its Motor Finance and Retail Finance Divisions  The Commercial Finance business was started in 2014 and the business has grown quickly since its inception. A full range of Asset Based lending products is offered and the team differentiate themselves through quality of people. | |
| **Job Description** | ***Job Purpose***  To grow a market leading Invoice Finance business within Region that quickly establishes a strong brand and reputation. Lead a team of high calibre individuals to ensure that growth aspirations and strategic objectives are achieved.  ***Key Responsibilities***   * Lead a team of high calibre business development managers and relationship managers, ensuring strong staff engagement and regular coaching and development. Typical role focus of 80% new business and 20% portfolio growth * Build a regional strategy which is aligned to the wider National strategy to deliver sustainable new business and portfolio growth * Achieve balance sheet / P&L growth targets at both a Regional and National level * Sponsor all deals that are submitted to deal forum and credit committee, ensuring they are quality submissions and structured appropriately * Nurture strong relationships with internal and external stakeholders, build a market leading brand in the region * Drive culture where robust governance, compliance and credit stewardship is an integral part of the business |
| **Specification** | ***Knowledge, experience, skills, other attributes***   1. Strategic thinker 2. Proven track record within the Asset Based Lending Sector 3. Strong understanding of risk and deal structuring 4. Commercial awareness 5. Strong negotiation skills and able to communicate effectively at all levels   ***Qualifications***   * Industry based qualifications preferable   ***Competencies***   1. Balanced approach 2. Leading others 3. Performance focus 4. Developing others 5. Influencing others |