

TAB | Job specification |

Senior Business Development Manager (Midlands)

Job title:	Senior Business Development Manager
Company:	TAB London Limited
Salary:	Competitive base and commission
Reports to:	Sales Development Director
Location:	Remote - Midlands - (Plus one anchor day a month in our Borehamwood or London office for collaboration & strategy)
Job description	<p>TAB is looking for a Senior business development manager to join our growing team, as a remote employee, based in the Midlands.</p> <p>The role is for an experienced business development manager with preferably 2+ years experience within financial services to join the team at TAB.</p> <p>The role will entail forging excellent relationships with brokers and borrowers, you will need to research and identify new business opportunities including new markets, areas for growth, trends and products as well as work with our existing panel of brokers.</p> <p>It is imperative that the business development manager understands TAB's products as each broker or borrower might have their own requirements.</p>

Candidates should note that this list is not exhaustive and the duties are liable to change from time to time in line with the needs of the company.

Key tasks & responsibilities:	<ol style="list-style-type: none"> 1. You will be responsible for the sales of TAB's product range, whether that be to brokers, introducers, or direct to borrowers 2. Open opportunities with Networks & Mortgage Clubs 3. Present at roadshow/webinars & podcasts 4. Work with sales admin to ensure an active diary 5. Ensure terms sent are chased up in a timely and efficient manner 6. Help keep the TAB sales presentation up to date, and present to both new and existing brokers 7. Achieve agreed KPIs 8. Monitor the wider market and competitors to ensure TAB remains competitive and contribute to product development. 9. Assist the underwriting team to ensure smooth completion of loans 10. Meetings - you will be required to meet with brokers and/or introducers regularly with targets being set. This can be face to face and/or by video.
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A suitable candidate will be/have:	<ul style="list-style-type: none"> - Excellent communication skills - A self starter - Based in the Midlands - Knowledge of contacts in the industry - A driver with access to a car for client meetings around the Midlands - Ideally have experience in Bridging & Commercial Mortgages
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Key values:	These key values are what TAB believes to be right and what build up our core identity. How these will be demonstrated in the role:
Trust	We are reliable and we look after our customers' money. We are consistent with what we say and do. We are educational which shows we have a knowledgeable and intelligent team.
Transparent	We have open and honest communication with all parties, both externally (including borrowers, brokers, investors and lawyers) and internally (employees and colleagues).
Personal	We go the extra mile to provide a best in class service to our customers. We understand who our customers are and we ensure our products and information resources are relevant .
Efficient	We can turn around deals quickly as we know what works and what our customers want. We stick to our timelines and stay ahead of our competitors. Our speed and efficiency do not mean we lose sight of the finer details.
Innovative	We have innovative ideas and opinions which keeps us relevant to the market. We add value to our customers on both the lending and investing sides of the business. Our experience coupled with our innovative approach allows us to consider all types of projects. We are innovative in the way we use our technology and resources. We are a small team but we accomplish large tasks.

About TAB:	<p>Founded in early 2018, TAB is a leading provider of short-term finance and property investment solutions. With a focus on bridging loans and development finance, we empower borrowers to access capital by securing it against UK property.</p> <p>Our bespoke platform, the TAB Market, offers a range of investment products to property investors, providing an opportunity to invest in UK real estate, regardless of their prior experience and at much lower financial entry points. Our offerings include TAB Lending, a bridging loan investment product, and TAB Property, an innovative fractional ownership solution along with our new Commercial mortgage product offering longer term</p>
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	<p>mortgages for landlords</p> <p>At TAB, we are dedicated to evolving and providing innovative investment opportunities that deliver a solid rate of return for our investors.</p> <p>Currently located in Borehamwood and London.</p>
Employee Benefits:	<p>Competitive salary</p> <p>Significant commission structure</p> <p>Quarterly social events</p> <p>Opportunity to work from our two state of the art office locations - Borehamwood & London</p> <p>Top of the range IT set up/equipment</p> <p>25 days annual leave + bank holidays</p> <p>In house chef preparing breakfast, lunch & snacks Mon-Fri, fully supplemented hot drinks & bar - Borehamwood office ONLY</p> <p>Bicycle hire - Borehamwood office ONLY</p> <p>Star of the month & birthday vouchers</p> <p>Early Friday finish</p> <p>Incredible team culture</p> <p>Regular in-house learning & development sessions</p> <p>After 3 months:</p> <p>Employer contributory pension scheme</p> <p>Once probation has been passed:</p> <p>Health Insurance</p> <p>SS electric car scheme</p> <p>Monthly Juno points</p> <p>Annual discretionary bonus</p>