

BCRS – BUSINESS DEVELOPMENT MANAGER

INFORMATION FOR CANDIDATES

BCRS Business Loans operates business loan funds. Its main purpose is to provide loans from £10,000 to £150,000 to businesses that cannot access all the finance they need from traditional sources such as banks.

It provides finance for businesses across the West Midlands and environs and works closely with the banking sector, finance brokers and other intermediaries.

BCRS is a “Community Benefit Society”. The Society is a Registered Society with the Financial Conduct Authority and is regulated under the Consumer Credit Act. It is also approved by the FCA as an Alternative Investment Fund Manager. BCRs is a mutual society, owned by and accountable to its members, who elect a Board of Directors to manage its affairs. As a cooperative it is “non-profit distributing” and is focused on “impact lending” that produce jobs and other socio-economic benefits.

The Board employs a Chief Executive to manage its day-to-day operations and promote its strategic development. Since making its first loan in July 2003 the loan fund is now lending over £7M per annum. It aspires to increase this further each year by increasing its geographical coverage and market penetration.

BUSINESS DEVELOPMENT MANAGER

To take us to the next stage of development we are seeking further Business Development Managers.

You will be part of a small team, including the Chief Executive, Finance Director, Operations Director, Regional Manager, Head of Credit, Portfolio Manager and 4 x Business Development Managers, with Office, Marketing and Financial Administrators, working in modern office premises at Wolverhampton Science Park.

Most of the Business Development Managers’ time is spent working, remotely, out in the field, networking and visiting customers. Remote access to the BCRS computer system is available as is a company smart phone.

The BDMs are supported closely by the BCRS Team.

The Business Development Managers' main role is to find new customers by proactively networking in the marketplace as well as building on our existing referral network and developing applications from the enquiry stage to sanctioning.

We are passionate about our mission to provide access, support and guidance to enterprising people who are excluded by traditional lenders. We operate on mutual and co-operative principles and are looking for individuals with drive and enthusiasm for our mission to fill this key position.

A job description and person specification is enclosed

TERMS AND CONDITIONS OF SERVICE

1. The Society operates a performance review scheme to monitor staff performance and assist with professional and personal development
2. Confirmation of all appointments will be subject to satisfactory completion of a 6 months probationary period
3. Any offer of employment is subject to the receipt of satisfactory references
4. Hours of work are normally between 9.00am to 5.00pm Monday to Thursday, 9.00am to 4.30pm Friday
5. The annual holiday entitlement period is from 1st January to 31st December
6. The Society operates a no smoking policy
7. An Employee Handbook detailing the full range of terms and conditions of service is issued to all staff

April 2017