

Are you bored of your job? Stuck in a rut? Want to earn more money?



Accelerate your career with PMD
Your success is our success!



BETTER
BUSINESS
FINANCE

PMD is one of the fastest growing business finance intermediaries in the UK and one of the largest brokers in the country. PMD is offering ambitious individuals a fantastic opportunity to join their dynamic sales team and fast-track their way to a successful and rewarding future.

If you're serious about being part of something special, building a better life, a brighter future and excellent earning potential; apply to become part of the PMD Accelerate Program and start your journey to success!

Successful applicants will undergo a structured training and development program within a positive, supportive and fast-paced environment. Join the team as a Business Development Executive and accelerate your way to Business Development Director status, within 3 years.

Previous sales experience is required but finance sales experience is not essential

Strong work ethic, self-motivator and ambition are essential.

How to apply:

Email your CV to sara@pmdbusinessfinance.co.uk



PMD Accelerate Program

The Opportunity

PMD Business Finance is an ambitious company offering fantastic opportunities for Sales Executives to join the team and become part of our exciting journey. We have created a bespoke Accelerate Program to provide driven individuals with the opportunity to develop and thrive in a fast-paced and rewarding industry and accelerate their career to Business Development Director status, within 3 years.

Motivated and dedicated sales people with a good work ethic can expect to earn excellent OTE packages and rewards at PMD.

Your Career Path

Business Development Executive

Individuals will be promoted to Business Development Manager (BDM) when they have consistently hit target or surpassed their targets for six consecutive months.

Business Development Manager

BDM will be set higher targets and when these are achieved consistently for six consecutive months, further promotion to Business Development Director (BDD) will be available.

Business Development Director

Each promotion will earn the individual an increase in salary and revised commission structure. PMD will introduce a £250 pcm car allowance at BDM level, increased to £500 pcm at BDD level.

In addition to the above, PMD may decide to offer discretionary year-end bonuses.

The pace of progression is purely down to an individual's desire and effort to succeed.



"It was the best decision of my life joining PMD and becoming a finance broker. The support I've had is fantastic and has allowed me to progress from BDE to BDD in a really short space of time. The most enjoyable thing about PMD though is the team, environment and culture. If you're prepared to work hard here you will surely enjoy your job and reap the rewards"

Sam German
Business Development Director





PMD are committed to your success

From day one, individuals will be part of a thriving and supportive team built on a strong culture of teamwork, success, fun and a winning mentality.

Individuals will be supported through a structured and comprehensive training and development program consisting of formal and informal training, desk side coaching, realistic performance objectives and various resources to help individuals achieve and succeed.

Candidates will be managed by one of PMD's most successful Sales Directors and Head of the Direct Division, Tom Brown and mentored by Associate Director, Brad Garside. Tom has grown the Direct division at PMD over the past four years by recruiting, training and developing candidates who demonstrate a real desire to succeed. Brad Garside has followed the Accelerate career path and is now one of PMD's top performing sales people.

The next phase in our expansion is to move the model forward by recruiting three new Business Development Executive's, educating them 'the PMD way' and continuing our journey to become the UK's number one independent commercial finance intermediary.

As an ethical and professional employer we genuinely care about each member of our team, their welfare, development and contribution to the success of the business. Every member of our team plays a key role in our journey and we're a great believer in rewarding success.

Who is PMD business finance?

PMD is one of the fastest growing business finance intermediaries in the UK and one of the largest brokers in the country. We are a team of driven, experienced and dynamic professionals with customer service, client retention and competitive edge at the core of what we do. Our mission is to 'confidently support business growth through better finance solutions'. We act fast and can deliver a range of flexible and competitive finance solutions for all types of businesses. Our facilities generally range from £5,000 - £5m.

Our USP's

- Independently owned with the owners actively involved in the business
- Over 70 lenders on our panel, one of the largest funding portfolios available in the sector
- We hire for attitude and train for skill
- Ability to offer the full range of 'asset-based lending' products, offering a true alternative to bank finance
- Our culture is built on enjoying your role, driving results and offering the highest levels of customer service

Our clients

Clients are at the heart of what we do and are predominantly SME businesses across many different sectors. We can support any business looking for asset, cash flow, loan and commercial property funding.

Common sectors include haulage, construction, health and wellbeing, commercial catering, garage and body shop, industrial/ manufacturing, recycling etc. Many of our clients use us on a regular basis, some having multiple credit lines across different funders. This allows them to grow at a faster pace without restrictions on funding.



Accelerate your career with PMD - Job Specification

Job title: Business Development Executive

Salary: Excellent OTE earnings and career progression

Discretionary annual performance related bonus

Annual leave: 23 days + bank holidays

Company pension scheme in place

The role

- Primary function is to sell PMD's range of business finance products to the SME business sector and achieve targets set by your line manager.
- Attract and develop quality leads using a range of outbound sales methods including but not limited to telephone canvassing, social media platforms and email canvassing.
- Build and maintain strong relationship with prospective new customers with a view to building trust and generating new business.
- Provide excellent levels of service to all customers, funders and business associates.
- Undertake research to gather and cleanse prospects, qualify customers and sell PMD's products and services.
- To accurately record all sales data on PMD's CRM systems and sales pipeline.
- Work closely with sales support colleagues to ensure the sales process is efficient, effective and successful.
- Provide internal leads/introductions to PMD's Invoice Finance and Commercial Property divisions.
- Be a passionate ambassador for PMD and a strong representative of the company's brand, values, ethos and culture, both internally and externally at all times.
- This list is not exhaustive, and you may be required to perform other duties as a business requirement, that are reasonable and within the general remit of your role.

The candidate

The successful candidate for the position of Business Development Executive will possess the following experience and qualities:

Experience:

- B2B or B2C sales experience is required.
- Experience in the Finance industry is not essential. Full training will be provided.

Core competencies:

- Excellent communicator and ability to build rapport
- Ability to handle objections in a professional manner
- Sound negotiation skills and ability to demonstrate added value
- Effective time management/organisational skills
- Strong work ethic and reliability
- Strong commercial judgement
- Rational thinker
- Ability to use own initiative
- Team player
- Self-motivator with positive attitude
- Ability to build and maintain trusted and effective customer relationships

Personal qualities:

- Financially motivated
- Driven
- Positive and proactive
- Focused
- Reliable and trustworthy
- Personable