
ArchOver

Job Description: Commerical Executive

Location: Monument EC3, London

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About Us

ArchOver is a fast-growing P2P Business Lending platform that provides next generation finance for UK businesses and secured lending opportunities for investors. Having lent over £55m to UK SMEs, and widely regarded as a premium brand in the sector, we are looking to grow our team. ArchOver is a member of the long-established, privately-owned Hampden group.

Our People

The team is built off the combined experience of finance, technology, operations, business development and marketing professionals. An entrepreneurial mind-set is a common theme, with there being a core group of young professionals who have learned “on the job”. Our team have a desire to help our clients, an ability to think quickly, to understand their needs and to find a solution to help. We are a people business which provides a service to be helpful to business owners and investors. We are quick learners, enthusiastic and most importantly we have a drive to excel in what we do.

Commerical Executive

We are looking for a reliable, determined and tenacious team player who is competitive, self-motivated and hard-working. That person should have great communication and cognitive skills.

The role will initially focus on supporting various functions of the head office team as you learn how ArchOver works. Alongside your manager, you will work on the on-boarding of companies wishing to borrow. The role will develop as you learn, to work with the commercial team, to establish relationships of your own and engage with our clients face to face.

A Financial Services background is not required. It would be beneficial to have previous work or work experience however this may be your first full-time job.

Core Responsibilities

- Assisting the team with on-boarding and helping our Borrowers get set up on the ArchOver platform
- Quickly establish credibility and trusted relationships with prospective clients and partners.
- Understanding and interpreting our Services to assist potential clients
- Helping to build referrals and relationships with trusted intermediaries

- Being a key representative at meetings and on conference calls with our Partners and arranging these for you and your Manager

Requirements

The successful candidate should have:

- A high level of numeracy and intelligence with impeccable written and spoken English
- An ability and desire to work in a challenging, fast-paced environment
- Be a team player
- Outstanding organisational skills
- Proof that you are a top performer / know what it takes to succeed
- Complete IT proficiency

Other considerations but very much not necessities:

- Experience within start-ups, FinTech, banking or finance
- Accounting, Finance or Banking qualifications

The Package

- Competitive package to secure the right candidate with a regular review
- Training will be on the job - there is a significant 'leap' required in learning what we do. Specific training will be given on key skills as they are required.
- We encourage the undertaking of professional exams (where the qualification is in line with the job role). We believe in investing in our own people and those people growing with ArchOver. We reward success, hard work and loyalty.
- Based primarily at head office (external meeting and UK travel when necessary)

This is a fantastic opportunity to join a dynamic team and position yourself for excellent career growth opportunities. ArchOver are committed to equality of opportunity for all applications from individuals and are encouraged regardless of age, disability, sex, gender reassignment, sexual orientation, pregnancy and maternity, race, religion, belief, marriage and civil partnerships.

Please contact HR@archover.com attaching your CV and a covering email stating your interest in the role and in ArchOver.

Must have the rights to work and be resident in the United Kingdom. ArchOver already works with a number of agencies who have been included on our PSL, we therefore ask that **NO AGENCIES** contact ArchOver for this placement.