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# ArchOver

**Job Description:** Regional Director, London

**Location:** Monument EC3, London

Issued on 12 February 2018

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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 £60m 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 from the combined experience of finance, technology, operations, business development and marketing professionals. An entrepreneurial mindset 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.

## Regional Director, London and surrounding areas

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

We are looking for an individual who has a strong track record selling financial services in the SME sector (with turnover of £3m to £30m). You will have integrity and drive and be a team player as well as a strong performer in your own right.

You will be responsible for your own business development as well as taking on some leads and closing deals that have been generated by colleagues.

ArchOver’s reputation is one of our most important assets and you will be representing our business and our reputation to Chief Executives and owners of the UK’s powerful SME sector.

## Core Responsibilities

- Working with your existing contacts and generating new contacts to take ArchOver’s services out into the market.
- Rapidly assessing the viability of each potential borrower for a loan across ArchOver’s platform.

- Establish your credibility and build trusted relationships with prospective clients and partners.
- Understanding and interpreting our Services to assist potential clients.
- Build referrals and relationships with trusted intermediaries.
- Grow ArchOver and build our market share through writing high quality business with strong companies.
- Writing comprehensive and diligent commercial papers for potential borrowers.

## Requirements

The successful candidate should have:

- Proven experience selling well (ie exceeding challenging expectations) financial services to businesses in the £3m - £30m sector.
- 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.

## The Package

- Competitive package for the right candidate. Basic plus commission OTE will be over £100k p.a..
- We encourage the undertaking of training /and or 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 meetings and UK travel as required).
- Joining a fun, fast-paced business with an exceptionally low staff turnover rate.

This is a fantastic opportunity to join a dynamic team and position yourself for excellent career growth opportunities. ArchOver is committed to equality of opportunity for all individuals and applications 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](mailto: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.