

# SME Lending Managers

Join our team. We're Hiring.

## SME Lending Managers for our SME / Equipment Finance Team

<b>Date:</b>	September 2023
<b>Location(s) in Ireland:</b>	Cork, Dublin & other nationwide locations
<b>The Role:</b>	Lending Manager in the area of SME / Equipment Finance (Field Sales)
<b>Job Function Keywords:</b>	New Business Generation for SME / Equipment Finance
<b>Employment Type:</b>	Full Time Permanent
<b>Company Industry:</b>	Financial Services – SME / Equipment Finance

**Company Description:** First Citizen Finance ("First Citizen") is one of Ireland's leading providers of corporate and retail financial services. We provide a wide range of products and services, particularly asset finance lending and portfolio servicing. As part of its ongoing expansion, First Citizen launched its SME Lending division in late 2018 and we are now looking to recruit an additional number of SME Lending Managers in this area. The successful candidates will join the First Citizen team reporting to the Head of SME Equipment Finance.

**Job Description:** First Citizen's SME Equipment Finance division exploits the considerable market opportunity for strong, experienced, well-resourced and focussed providers of financial solutions into this sector. Activity levels in the SME / Equipment finance sector are growing strongly. Based upon market developments, this trend will continue for the foreseeable future. The SME Lending Managers will play a key role in the sourcing, development and maintenance of relationships with intermediaries and customers directly. They will assist in the growth of the SME / Equipment portfolio. This is an exciting opportunity to work in a progressive, highly motivated team.

**Requirements for this Role:** We offer excellent career opportunities to the right candidates, who are likely to demonstrate the following key characteristics:

- Currently, or recently, involved in an Irish SME / Equipment Finance transaction origination role, with 3-5 years' experience;
- Strong understanding of the Irish SME lending market, and the key factors influencing it;
- Ability to source new business from approved Dealers, Suppliers and regulated Brokers
- Proven, demonstrable ability to develop and maintain relationships with key Business Introducers and Direct Customers;
- Ability to process various types of SME loan applications through identification, negotiation, approval and activation stages, including strong financial assessment skills;
- Excellent communication and negotiation skills;
- Appropriate formal product knowledge, to be evidenced through relevant qualifications and professional accreditations;
- A high level of attention to detail regarding all aspects of their role;
- As the role involves working as part of a team, an ability to facilitate team support is required; and
- A full, clean driving licence is required

**Closing Date for Applications:** Friday, 20<sup>th</sup> October 2023

A competitive salary and benefits package will be offered to the successful candidate. To find out more about this opportunity, please contact Ms. Naomi Cooney, HR Manager, First Citizen Finance, Gloucester Square, Dublin 1.

**Email:** [hr@firstcitizen.ie](mailto:hr@firstcitizen.ie)

Any applicant applying for this position must familiarise themselves with our data protection policies prior to submitting any personal data to us. Full information on our data protection policies and how we use your data can be found in our privacy policy located at [www.firstcitizen.ie/privacy-policy.php](http://www.firstcitizen.ie/privacy-policy.php)