

Asset Finance – Broker Relationship Associate Placement

Reporting Line: Head of Asset Finance

Role Level: 6

Location: Chester Offices

About Us

We are Oxbury: The only UK bank dedicated to British agriculture. Founded by farmers, bankers, and technologists, we have combined the worlds of financial services, technology, and agriculture to provide bespoke financial products to support the rural economy.

Our mission is to create and grow a sustainable, customer-focused, and innovative bank that supports and champions the financial health of the rural economy.

About the Role

The Relationship Associate will build personal relationships with introducer network to ensure we understand their customers businesses and meet their banking needs, offer competitive savings and borrowing rates and secure online and mobile platforms that are intuitive and easy to use – allowing the broker and customer to self-service wherever possible

Role Responsibilities

- Assess & process general Asset Finance enquires and assist with management of the full life cycle of Asset Finance deals from proposal to payout through clear collaborative contact with External Brokers, Oxbury Sales, Credit and Operations colleagues for broker introduced farming customers.
- Provide a superior customer experience with good understanding of the broker Asset Finance market coupled with superior agricultural sector knowledge.
- Keep brokers updated with proposal and payout progress and effectively manage their expectations.
- Review new business files ensuring paperwork correlates with the banks risk and security procedures in line with Oxbury's best practice framework
- Assist with production of financial documentation on complex agreements required for customer signature
- Be involved in ad-hoc projects as the business grows and evolves.
- Maintain & enhance Oxbury banks position and reputation as the UK's specialist agricultural banking provider

Minimum Skills / Experience

Required Skills / Experience

- Excellent communication skills
- Rapport building skills
- Confident and self-motivated
- Resilient nature
- Relevant career experience
- Full UK or equivalent driver's license
- Agricultural / Commercial banking experience
- Ability to write & assess asset finance proposals
- Interpret and critique financial statements

Interested in joining Oxbury?

Interested candidates should submit their CV and a brief covering letter outlining their experience in agriculture, any previous work experience and why they believe they are suitable for the role. To apply please click [here](#).