

Job Specification

Job title	Head of Sales (South)
Reporting to	Managing Director, Invoice Finance
Place of Work	Reading (home based)
Division	Time Invoice Finance Ltd

Company Overview

Time Finance plc is an AIM-listed business specialising in the provision of funding solutions to UK businesses seeking to access the finance they need to realise their growth plans. UK Businesses can take advantage of an extensive portfolio comprising: Asset Finance, Invoice Finance, Loans, Vehicle Finance and Asset Based Lending. Since a new strategy was launched in 2021, the business has grown rapidly and now provides over £200million of funding to c10,000 UK businesses to support their growth. Time Finance operates from four locations across the UK – Bath, Manchester, Warrington and Reading. Recognised by Best Companies 2025 as a “Very Good” Company to work for.

Main Duties and Responsibilities:

- Responsibility for the day-to-day management and performance of the Southern Invoice Finance sales team.
- Recruit, lead and develop team to ensure members are fit for purpose and achieving sales targets.
- Provide appropriate training and mentorship to maximise performance in line with the company’s growth projections and commercial vision.
- Manage sales team lead to deal pipeline, working closely with the Operations team to ensure smooth transition from prospect to client.
- Develop new and existing relationships with intermediaries.
- Generate new sources of business via self-generated leads to distribute amongst sales team members.
- Attend prospective client meetings as required to support larger or more complex relationships.
- Attend networking and sales promotion events to develop brand awareness.
- Promote other group products to introducers to maximise x-sell opportunities across Time Finance
- Prepare and present monthly sales reports to the Managing Director, Invoice Finance
- Operate within Time Finance plc’s data protection policies and procedures
- Operate within Time Finance plc’s compliance policies as relevant to the role
- Operate within Time Finance plc’s HR policies and company handbook



Skills
✓ Strong leadership skills
✓ Excellent interpersonal skills
✓ Competent computer proficiency
✓ Ability to work to own initiative to achieve set targets
Experience
✓ 5 years+ experience in a sales role within Invoice Finance industry
Qualifications
✓ None required
Knowledge
✓ Good understanding of Financial Accounts and Cashflows

Benefits Package:

- 26 days' annual leave, increasing to 28 days after 2 years' service
- Life assurance & Income protection
- Private medical insurance
- Healthcare cashback plan
- Holiday exchange scheme
- Cycle to work scheme
- Electric Car Scheme
- Auto-enrolment pension

Time Finance has a strong group culture and our values underpin everything that we do; we put People First, we are Bold, we are Flexible and we are Genuine.

We are an equal opportunity employer and value diversity. We do not discriminate on the basis of gender, race, religion, sexual orientation, disability or age.