

pmd

Take your
sales career
to the next level.





Content

Who are PMD?

Opportunity knocks

Who are we looking for?

The day to day

Career path

We've got your back

What's in it for you?

Don't take our word for it

What's next?



Who are PMD?

PMD are one of the UK's largest independent finance brokers. We pride ourselves in delivering world-class service to our customers to keep them coming back time and again.

With a national presence and a dedicated team of skilled professionals, we offer true specialisms across all forms of business finance. That's what makes us stand out.

We're not your traditional finance company; offering businesses access to multiple credit options, all managed by our experienced team who keep customers at the core of everything they do. We have strong relationships with our extensive panel of lenders that we utilise to secure fast and competitive funding solutions.

Truth be known though; it's not really about PMD. It's about our people and they're at the heart of everything we do!

A black and white photograph of a man with dreadlocks, wearing a headset and a dark jacket, smiling while sitting at a desk with multiple computer monitors. The background shows an office environment with a sign that says 'Crown'.

Opportunity knocks

To help support our growth aspirations, we're looking to recruit **three Business Development Managers** to join our awesome existing sales team.

Whilst the telephone is our most powerful means of contacting people, we encourage our team to engage with customers in multiple ways, so there's plenty of scope for face-to-face visits, attending trade shows and exhibitions and using social media.

Who are we looking for?

We focus on building long-lasting relationships with our customers to keep them coming back time and again. Our ability to build that trust depends on us having the right people who can gain an understanding of what the customer needs and consistently deliver the right solution.

- Experience in a business development or sales role
- Strong communication and negotiation skills, both over the phone and face-to-face with the ability to influence, persuade and most importantly, build relationships
- Target-driven mindset, motivated to achieve and exceed performance goals
- Knowledge of financial products and services preferred but not essential (banking, investment, insurance etc.)
- Exceptional telephone etiquette and ability to engage with customers remotely
- Self-motivated with strong time management skills to handle multiple customer interactions simultaneously
- Team player; building relationships with internal customers as well as external
- Proficiency in CRM systems and sales pipeline management





The day-to-day

No two days are ever the same at PMD, but to give you a flavour of what the role is about...

- Proactively engage with prospective customers introducing financial products and services.
- Develop and maintain strong relationships with new and existing customers and introducers, identifying opportunities and cross-selling.
- Conduct needs-based discussions to understand customer requirements and propose suitable financial solutions.
- Meet and exceed sales targets, KPIs and revenue goals.
- Keep up to date with financial market trends, regulatory changes and product offerings.
- Work closely with internal teams to ensure seamless customer experience and service delivery.
- Ensure compliance with all regulatory or legislative requirements.
- Accurately maintain CRM records, ensuring all customer interactions and opportunities are tracked effectively.

pmd We build business



Your career path

We've got your back

- Comprehensive induction programme upon joining
- Post induction 1-2-1 and team-based development support
- Mentor to help develop your skills
- Range of training modules throughout your career
- Constant feedback to improve your performance
- Dedicated support person to assist you in deal completion
- Access to substantial pool of data, refreshed regularly
- Targeted marketing activity directly to your customers





What's in it for you?

As well as the competitive salary, uncapped commissions and clear career path, there's lots more on offer at PMD.

- Annual sales incentive trip (previous destinations – Ibiza, Dubai, New York!)
- Regular company events – we like to celebrate our successes!
- A collaborative, high-energy workplace with a focus on success
- A range of benefits and perks and a positive working environment
- Branded merch
- Free on-site parking
- Complimentary fruit, soft drinks and breakfasts
- Regular incentives and rewards
- Life and health insurance*
- Weekly boot camp!

“Starting at a new company can be daunting, however everyone has been nothing but welcoming. Tom & Rob allow everyone to be themselves whilst maintaining professional standards throughout. We love a laugh, but we also grind it out. PMD is such an open floor, directors come out into the office space and sit with you day to day. There is always an ‘open door’ policy, and everyone looks to support each other with any obstacles that you might face. You’re trusted to completed your tasks without being micromanaged. If you’re hard working and want to have a prosperous career, PMD is the place to be.’

Jake, Business Development Director

Joined in November 2023 as BDM

“The culture we have at PMD is inclusive, unified and tenacious. We’re a group of motivated people who gather round each other to deliver unmatched service to our customers and suppliers. That’s what separates us from anyone else in the market. From starting out knowing nothing about finance, to working my way up through the ranks to becoming a Senior Business Development Director. This job has taken me from living at home without a penny to my name to now having my own property, being able to support my family and having financial freedom.”

Rob, Senior Business Development Director

Joined in 2017 as Business Development Manager

“Before joining PMD, I’d never worked within a B2B role, or with commercial finance products. I was looking for a new challenge, where every day is different and I could keep learning. The more experienced team members are always willing to give advice and guidance, whilst the training is informal but engaging and informative. It’s given me the tools I need to hit the ground running and build a lot of confidence in the short time I’ve been here. You’re very much in charge of your own business at PMD. It’s the epitome of the phrase “you get out what you put in”. The buzz from building relationships with customers, winning new business and overcoming customer and competitor challenges is like nothing I’ve experienced before.”

Spencer, Business Development Director

Joined in November 2023 as BDM

“The culture at PMD is unmatched and nothing like I’ve experienced from a workplace before... It doesn’t feel like a workplace at all but a great place to be yourself around like-minded people who work extremely hard, all while enjoying what they do. PMD gives you a platform to flourish in whatever it is you’re great at, with the full support and backing of the owners from day one, whose only desire is for you to be successful. Every day is completely different, but with the right drive (and a ton of tenacity), it really does give you the ability to change your life. It’s more than just a ‘sales’ job! It’s a career for life, and for those that graft hard to live a life they could only imagine or dream of; just don’t expect it to be easy!”

Sabrina, Business Development Team Leader

Joined in 2019 as Sales Support



What next?

To apply to become the next sales superstar at PMD, you need to apply via our trusted and exclusive recruitment partner, **ALF Recruit**.

We will be holding an **assessment** day on **8th July 2025**. If your application piques our interest, you will be invited to showcase your skills and find out much more about PMD, the role and the business, as well as being able to meet some of the current team: This day will help us determine whether you are right for us and we are right for you. For more details, click here <https://alfrecruit.co.uk/alf-recruit-x-pmd/>

Are you ready to accelerate your sales career? If so, we'd love to hear from you.