



ASTON MARTIN

## External Job Advert

### Commercial Finance & Contracts Manager

**Salary:**            **Completive + benefits**  
**Department:**   **Retail Network Development**  
**Based at:**        **Gaydon**  
**Reports to:**     **General Manager, Global Network Development**

#### Job Purpose:

Financially evaluate new dealer applications and existing dealer financials; monitor dealer financial metrics and introduce dealer composites  
Develop and optimise dealer wholesale and retail finance solutions  
Prepare and negotiate new dealer contracts and dealer termination notices  
Relationship manager for Atradius Credit Risk Insurance – including liaising with credit risk underwriters to assist their understanding of dealership accounts

#### Key Responsibilities & Tasks:

- Evaluate dealer financials from new dealer appointment candidates and existing dealers
- Manage the relationship with Atradius Credit Risk Insurance – a key requirement of the Aston Martin Wholesale Finance Programme
- Routinely negotiate new Wholesale Finance Programme by liaising with our insurance broker and Accounts Team who manage the Finance House side of the facility
- Manage dealer credit limits – submit requests for credit line increases and review upcoming overdue balances
- Liaise closely with Sales Operations Department to manage daily operations of Wholesale Finance facility
- Monitor aging of vehicle debt on Aston Martin Wholesale Finance Programme to minimise Aston Martin bad debt risk
- Evaluate new market opportunities and work with regional franchise development teams and in-house legal department to prepare new dealer contracts (including understanding of candidates group legal structure)
- Work with regional franchise development team & in-house legal department to prepare breach of contract notices and notices of termination
- Develop Aston Martin dealer financial composite program and roll-out globally
- Review and evaluate input from dealer composites and provide feedback to regions on areas of concern
- Manage the “At-Risk” list for existing dealers based on financial performance
- Investigate alternatives for Aston Martin Wholesale Finance Programme globally
- Investigate opportunities for Aston Martin Retail Finance Programme globally
- Develop and launch a Franchise Sales Proposition to engage new potential franchisees

#### Qualification & Experience:

- Fully qualified Chartered Accountant (ACCA/CIMA/ACA) with a minimum of 3 years post-qualified experience. Financial audit capability; Background in balance sheet, P&L and cashflow analysis
- Business or law degree (preferred)
- Excellent people skills; confident and outgoing, able to interact credibly and develop relationships with senior Aston Martin Manager / Directors, regional teams, senior dealership staff, suppliers, agencies etc.
- Commercial negotiation and decision making experience
- Strong organisational and time management skills
- Good presentation and communication skills
- Strong commitment to the job
- Highly self motivated, reliable, positive and enthusiastic, and flexible and adaptable in approach
- Must portray an image to both dealers and third parties commensurate with the Aston Martin brand
- High attention to detail and accuracy
- Fully conversant with word, excel and power point

Applications should be sent to Patricia Nemeth in Human Resources at Gaydon, detailing your salary expectation. Should you have any further queries please e-mail [pnemeth@astonmartin.com](mailto:pnemeth@astonmartin.com) or call 01926 644559