



Finance & Insurance Specialist

The Finance & Insurance Specialist (Business Manager) is an important role in the operation of any dealership. The role demands the skills and competencies in negotiating finance and insurance contracts with customers and financial institutions. Applicants interested in pursuing a career in finance and insurance and working within the sales team of a dealership and must be over 18 years of age. Applicants must also have a minimum requirement 5 Passes in Ordinary Papers at Leaving Certificate level or equivalent qualifications or relevant finance and insurance experience. Applicants should also meet the Minimum Competency Requirements of the Central Bank. (Consumer Credit)

The primary functions of a Finance & Insurance Specialist in a dealership are as follows:

- Selling financial and insurance packages to customers
- Liaising with sales team to maximise finance sales
- Administering all paperwork associated with finance and insurance transactions
- Developing relationships with partner financial institutions
- Working with financial institutions to finalise finance and insurance contracts
- Strict adherence to legislative and ethical requirements

The performance objectives of this role include:

- Achieving finance sales targets
- Achieving insurance sales targets
- Maintaining records and paperwork
- Providing high quality customer service

The Finance and Insurance Specialist will report to the Sales Manager or Dealer Principal.