

## Job description

Department: New Business  
Job title: New Business Executive  
Reporting to: Operations Director  
Location: Guernsey

### About RAW Capital Partners

RAW Capital Partners is an investment manager and specialist lender based in Guernsey. We currently operate in a specialist segment of the mortgage market where we can source high-quality opportunities that others overlook. We provide secured lending against UK property, primarily to non-UK resident individuals purchasing buy-to-let property.

Meanwhile, we provide our investors with attractive and consistent risk-adjusted returns, a high level of capital security, and fee transparency. It is our aim to grow the fund's assets under management while continuing to provide investments that perform as investors expect.

### Purpose of role

The purpose of the role is to drive mortgage sales through the development of introducer relationships (such as mortgage brokers, solicitors, and property developers).

The role holder will also be responsible for handling mortgage applications, presenting them to Credit Committee for consideration, and issuing offers to applicants and their agents.

In recognition that the value of a person is greater than the roles and responsibilities set out in their job description, we encourage all staff to bring their unique values, characteristics and skills to contribute to the furtherment and fulfilment of the organisation's goals.

### Key skills and experience

We look for candidates who are:

- **Able to demonstrate strong interpersonal skills and high emotional intelligence:** Able to build meaningful relationships with clients and colleagues, showing empathy and understanding.
- **Eager to learn and grow:** Open to continuous development, actively seeking opportunities for personal and professional growth.
- **Commercially aware and results-focused:** Understands business dynamics and is committed to achieving goals while keeping the bigger picture in mind.

#### RAW Capital Partners Limited

Carinthia House  
9-12 The Grange  
St Peter Port  
Guernsey GY1 2QJ

Telephone +44 1481 708 250  
Email [info@rawcapitalpartners.com](mailto:info@rawcapitalpartners.com)  
[www.rawcapitalpartners.com](http://www.rawcapitalpartners.com)

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- **Self-driven and purposeful:** Takes initiative, works independently, and approaches tasks with a clear sense of intention.
- **Proficient negotiators who build consensus and close deals effectively:** Skilled at finding mutually beneficial solutions while achieving outcomes that benefit all parties.
- **Organised and efficient time managers:** Able to prioritise tasks, manage competing demands, and stay on top of deadlines with ease.
- **Analytical and solution-oriented thinkers:** Capable of evaluating complex situations and providing well-considered recommendations.

Desirable skills and experience include:

- **An interest in the lending market:** While proven success in lending is advantageous, a strong willingness to learn and develop your understanding of the residential mortgage-backed loans market is just as valuable.
- **Awareness of sales techniques, prospecting, and lead generation:** Experience in identifying opportunities, engaging prospects, and driving sales using proven strategies would be beneficial. However, transferable skills from other fields or sectors where you've demonstrated an ability to spot and create opportunities would also be highly relevant.
- **Curiosity about current and emerging market trends:** Being informed about changes in the mortgage and property sectors would help you hit the ground running, but building this knowledge as part of the role is equally encouraged.
- **A willingness to pursue relevant certifications or professional qualifications:** While holding qualifications such as CeMAP (Certificate in Mortgage Advice and Practice) is advantageous, we place greater value on your commitment to professional growth and development. We'll support you in pursuing certifications that enhance your skills and knowledge while working.

### Key outcomes

- growth in volume and value of new enquiries from introducers
- a like-for-like increase in the conversion rate of these prospects
- consistent case progression to the Operations team

The successful candidate will be provided with a competitive remuneration package that will include significant upside earning potential in line with delivering the key outcomes set out above.

### Salary & Benefits

- Competitive salary
- Performance related bonus
- Discretionary bonus
- Contributory pension scheme
- 25 days' annual leave



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- Support for professional qualifications
- Staff healthcare
- Life insurance