

Freelance Business Advisor – Midlands

Location: Midlands

Salary: Commission

About This Opportunity

Background and job purpose

Startup Direct provides funding, mentoring and support to start up businesses across the UK with offices in London, Birmingham, Liverpool and Reading. Startup Direct is the delivery partner for the government-backed Start Up Loans scheme. Start Up loans aims to promote entrepreneurship and boost enterprise growth in the UK. Its objective is to help start and grow 75,000 businesses by 2020 by providing funding and a range of business start-up support services.

The primary focus of this role is to provide pre loan support to entrepreneurs across the UK through both face-to-face and Skype meetings. The role is flexible in hours with remuneration based on commission only. The successful candidate will receive leads from Startup Direct as well as ongoing training. Whilst this is a commission based freelance role you will be welcomed as a member of the team and be fully supported as you help grow the business. Working within a high-profile startup itself, the successful candidate needs to be able to work autonomously and be results-driven with a demonstrable track record of self-generated success.

Job purpose

The primary focus of this role is to assess the viability of the loan applications from entrepreneurs, provide general business advice to applicants and assist them with business plan development in order for them to secure funding and support.

Key responsibilities

- Meet with applicants to assess suitability for the scheme
- Provide pre loan support – assisting applicants with their business plans & financials
- Provide specific support needed to applicants either face to face or remote through video meetings in order to help the applicants to further develop their plan and to be “loan ready”
- Contribute to the development of training and support programmes for applicants in order to improve their chance of securing funding and to improve the business survival rate
- Deliver business planning training directly to applicants as/when needed

- Ensure all required data and information are captured in order to monitor our performance

Knowledge and experience

- Strong experience gained from working in a startup or SME business
- Extensive knowledge of key business processes and aspects that affect the success of a business start up
- Sound understanding of management accounts and their impact on business
- Well-developed training, coaching, mentoring and motivational skills
- Strong project management and client portfolio management skills
- Proficient in Microsoft Outlook and Excel
- Excellent planning, organisational and communication skills, both written and verbal
- Ability to operate in a dynamic working environment, handling multiple tasks and deadlines

Contact:

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