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Careers for graduates in asset finance



Asset finance has been part of the financial services landscape for a very long time, and is simply a collective term for leasing and hire purchase, the two main products used by businesses to fund everything from new trucks and faster computers, to the latest digital scanners for the NHS or specialist manufacturing machinery.

It gives UK firms access to equipment, machinery or software that would be too expensive to pay for in one go. This thriving industry has achieved eight consecutive year of growth, and offers excellent career opportunities.

Who would you be working for?

Asset finance providers are based all over the UK – some are High Street banks, others are the finance arms of major manufacturers, or independent firms.

What qualifications do you need?

Most lenders provide training, so a strong pass at degree level and good interpersonal skills are more important than a background in a particular subject area. You will also have the opportunity to gain professional qualifications, such as the Diploma in Asset Finance (DipAF) which is recognised by the wider banking industry.

What type of roles are available?

Asset finance offers a range of roles, including:

- Risk and Fraud Prevention: identifying risks to devising solutions
- Relationship Management: dealing with customers
- Credit Underwriting: checking that customers can afford the payments
- Asset Recovery: recovering the asset if for some reason the customer can no longer make the payments

Many firms have formal graduate programmes that offer a taste of each role in rotation, while other firms may offer the opportunity to specialise in providing funding to a particular sector such as IT, transport, or public services like the NHS or education.

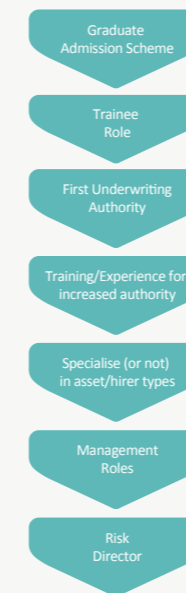


Potential career paths

Sunita

Risk Management.

Sunita was accepted onto a Graduate Scheme in 2014. She worked in a number of departments within the company to give her a good overview of the different functions. After her first year she received additional training in underwriting. Sunita is now in a middle management role with responsibility for a number of staff. The company recognises her potential and want to develop her further. Sunita's early training in the underwriting team gave her a good understanding of credit risk. In a few years' time, Sunita hopes to be in a good position to succeed the current Risk Director.



Want to know more? Visit www.fla.org.uk/asset-finance/careers-in-asset-finance

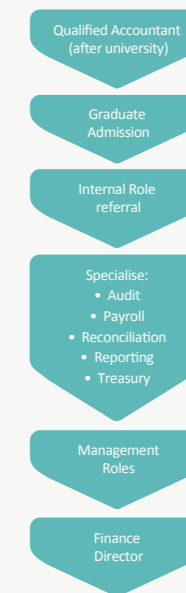


Potential career paths

Oliver

Accountancy

Oliver qualified as an accountant and joined his firm as a graduate. He started working with the internal audit team, and quickly gained experience of running the payroll, reconciling accounts, submitting regulatory reports and providing key management information to the Board. Oliver wants to develop his career by taking on management roles, which would put him in a strong position for the Finance Director role in the future.



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