

# A day in the life of... Bethan Jones, Business Development Manager

## Team

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Business development manager, Bethan Jones shares insights into her role at TAB and how technology is going to pave the way for TAB's lending strategy next year.

Bethan is up at 6am and, with a cup of hot coffee she checks her diary and plans for the day ahead. Being a BDM means she has several meetings throughout the day, some in person, and others over zoom. Checking her diary means she can prepare for what she has to do. She also checks her emails, and actions anything urgent.

Every day is different, which is why Bethan loves the role of BDM. No two deals are the same, and there is always a new challenge; it enables her to be creative with TAB's products and quick thinking when it comes to liaising with clients. She spends her mornings catching up on various admin tasks, responding to brokers, sending out applications and enquiries as well as actioning items that have come in overnight. In the afternoon, she's meeting with clients, catching up over coffee or trying out new lunch spots depending on where she's visiting. The furthest she's gone so far is meeting clients in Cardiff.

The life of a BDM is fast paced with many moving parts so Bethan is always on the go! Sometimes, when deals are complicated or nearing completion, she can be found dealing with requests and questions from clients into the evening. Taking pride in the fact she's a good multitasker, she's still able to cook a meal for her family and make time for the bedtime routine with her son every night. She starts to wind down around 9pm, getting stuck into the latest bestseller or checking up on what's being said in the industry press. Falling asleep between 10 and 11pm, she's getting her rest in preparation for where the next day will take her.

## How long have you worked at TAB?

I joined TAB in March, and it's been a whirlwind since joining. I've done so much in my short tenure here, and it's been really exciting. Prior to TAB I held a business development manager role at another bridging company, Octane. Before that, I've held roles at mortgage broker firms that helped me understand what it's like to be a broker and their needs.

## What does your role at TAB involve?

The sales team is small but mighty. We're responsible for generating new business for the company. I spend my day speaking and meeting with brokers and clients and talking through their needs. In the world of bridging, nothing is vanilla or simple and you really have to put your creative hat on in order to structure a deal and make it work; that's the part I love. No two deals are the same, but that is where TAB is unique. We have a wide range of products, and we aim to bring simplicity in a complicated industry. I regularly speak with brokers who love the service and the process and how simple it is, and we're constantly asking for feedback to make that process even smoother.

## What's the best thing about working at TAB?

We are a tech-focused company, and the plans we have over the next year are really exciting. What I love about TAB, is that we take on feedback and we use it to innovate and create products based on the industry demand. I have access to decision makers, and that makes my life easier, it helps us to have speedy turnaround times. Aside from that, we have really good social events here at TAB, we're a great team who love spending time together!

## How do you relax outside the office?

Outside of the office, I'm always cooking or trying out new recipes in the kitchen. I find it really relaxing and fun, and it gives me an opportunity to be creative. I also go to regular dance classes to keep fit; dance training is tough but very rewarding and it's a great way to get some exercise in.

## What does the future hold for TAB?

I'm excited about TAB and working here, there are so many people to speak to, and create a buzz about our brand and that's one part I'm focusing on. Speaking to as many people as possible about the amazing things we're doing here. I believe as a brand, the next year is so key and critical for us and we have big plans - it's very exciting and I'm glad to be a part of it.

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