

# Five minute interview - David Jackson

Team

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What is the best thing about being in the bridging and development finance business?

There's always something to learn.

In the past I have worked in commercial and regulated industries, so I am looking forward to learning more about [bridging loans](#) and [development finance](#), and widening my overall skill set.

My first impressions from being a few weeks in is that it seems very fast moving – there are lots of enquiries!

### **What keeps you focused?**

As I'm originating business in the North of England, I want to achieve a good reputation for myself and the business I represent.

Previous lenders that I have worked for may have had little to no business in certain areas of the country and it was always encouraging to see the company grow in those areas because of the relationships I'd built and the work I'd done.

### **What qualities do you look for in your employees or colleagues?**

It's important to be treated like an adult, and to be given the responsibility to manage your own workload.

I appreciate common sense, and of course a friendly atmosphere, all of which I feel are emulated by TAB.

**Are you an optimist or a pessimist?**

I'm an optimist, I can see that I am going to be part of a bigger business in the very near future.

**What did you want to be as a child?**

I wanted to be a policeman. I applied when I was 21 years old, but they told me to go off and get some life experience. I never went back.

**What will be the greatest challenge facing the bridging and development finance industry in the coming months?**

The amount of competition, at least in the bridging space.

Sometimes when I'm speaking to firms they mention names of other companies that I've never heard of!

It's a highly saturated market.

**Who or what makes you laugh?**

Comedians like Paul Smith, a Liverpudlian comedian. I'm actually going to see him next year!

Also Joe Lycett, who I saw this year, and Micky Flanagan, amongst others.

**Do you dread Monday mornings?**

Not normally, unless I have a two hour drive on the schedule and it's either raining or snowing!

**If you could change one thing about yourself, what would it be?**

I would like to be more mindful when I react to anything that I can't change or influence.

**With whom would you most like to have dinner?**

My Grandad, who died when I was 15. We'd have a lot to catch up on.

**As seen in the press:**

[Bridging Loan Directory](#)

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