

CANDIDATE BOOKLET

20/1/2025



Point of Contact: Stephen Morrow
Head of Executive Search
Email: stephen.morrow@stafflinerecruit.com
Telephone: 07384 218405
www.stafflinerecruit.com
Staffline Recruitment Ireland

Deputy Credit Manager
MOTIS Ireland Ltd
www.motis.com

Staffline

MOTIS

WHO WE ARE

MOTIS Ireland Ltd

MOTIS Ireland Ltd is one of the most progressive shipping companies in Europe with over 4000 customers throughout Europe. Their network covers over 1000 Freight Ferry routes throughout Europe and many other services relating to the European Transport industry. Head office is based in Newry, Northern Ireland and is open 24 hours, 7 days a week to take bookings, they also have a Sales office in Stoke on Trent (England) and local offices in Prague (Czech Republic), Poznan (Poland), Vilnius (Lithuania) and Bucharest (Romania) as well as sales representation in Germany, France, and the Benelux. MOTIS Ireland have also made significant Investments within the Port of Dover providing Truck Parking Facilities and Logistical Services 24 hours a day.

Company History

MOTIS was founded in October of 2002 by David McComb and Patrick Hutley. It began as the preferred supplier for P&O shipping services from the UK to the Continent and then steadily grew to offer a wide range of services including shipping on the Irish Sea, English Channel, North Sea, Mediterranean Sea, Baltic Sea, Adriatic Sea and Intermodal transport through the Alps as well as passes for the Mont Blanc and Frejus Tunnel. Beginning in a small office on the main street of Newry with only 5 employees, MOTIS now has a newly refurbished head-office in Newry and employees over 80 people throughout Europe.

Current position

MOTIS now have a strong presence throughout Europe on most major (and many minor!) Freight ferry routes and also provide additional services to strengthen this. Their Logistics Management division can offer Unit load services throughout Europe as well as providing our customers with a useful backload service. They can provide Fuel Cards and Toll facilities throughout Europe which and more recently they have invested a significant amount in developing their Truck Park / Logistical services Facility within the Port of Dover. All this allows MOTIS to provide a powerful package adding significant value to their customer base.



JOB DESCRIPTION

Job Purpose

To assist with the management of MOTIS credit control function and ensure customer compliance with credit limits and payment terms.

Job Title: Deputy Credit Manager

Full-time: 40 hours per week, Hybrid Working with one day a week working from home.

Monday – Thursday – 8.30 – 17.30

Friday 8.30 – 16.00

Location: Office based at 9, Downshire Place, Newry, Co Down, BT34 1DZ

Contract: Permanent

Reports to: Credit Manager, MOTIS Ireland Ltd.

Key tasks and responsibilities

- Assist with the management of the company's credit control function.
- Responsible for ensuring customer compliance with credit limits and payment terms.
- Responsible for implementing robust and formal procedures within the Credit Control Department.
- Responsible for making recommendations as to which debtors to take legal / and to arrange payment plans for.
- Responsible for reporting status of debtor ledger to Credit Manager.
- Targeted to improve overall debtor aging and monthly collections.
- Targeted to reduce levels of bad debts.
- Involvement in further development of systems and processes.
- Oversee and assist with other European Offices credit control / debt collection process.
- Develop and maintain good relationships with customers to ensure payment issues are resolved efficiently.

PERSONAL SPECIFICATION

Core competencies.

- **Credit Risk Assessment / Financial Acumen**

Ability to assess the creditworthiness of customers.

Understanding of credit scoring models and financial statements.

Knowledge of industry-specific risks and how to mitigate them.

Strong understanding of accounting principles, financial reporting, and balance sheets.

Ability to interpret and analyse financial data to assess the financial health of clients.

Knowledge of cash flow management and the impact of credit on profitability.

- **Collections Management**

Skills in managing and tracking overdue payments.

Ability to develop and implement effective collection strategies.

Familiarity with various debt recovery processes, including legal actions if necessary.

- **Communication Skills**

Ability to clearly communicate with both internal teams and external clients regarding credit terms and outstanding payments.

Strong negotiation skills to reach payment agreements.

Ability to handle difficult customer conversations while maintaining professionalism.

- **Problem Solving and Decision Making**

Ability to identify and analyse credit-related issues quickly.

Strong decision-making skills to evaluate when to escalate issues or take corrective actions.

Experience in resolving conflicts with customers regarding payment disputes.

PERSONAL SPECIFICATION

Core competencies.

- **Team Collaboration and Leadership**

Ability to support and guide the credit control team.

Collaborative approach with sales, finance, and other departments to ensure smooth processes.

Leadership skills to motivate and manage staff in a high-pressure environment.

- **Regulatory Knowledge and Compliance**

Knowledge of relevant local, national, and international credit regulations.

Ability to ensure the company's credit policies and practices are compliant with regulations.

Familiarity with data protection laws concerning customer credit data.

- **Time Management and Organisational Skills**

Ability to prioritize tasks and meet deadlines in a fast-paced environment.

Strong organisational skills to maintain accurate records and follow up on overdue payments efficiently.

Experience in handling multiple accounts and tasks simultaneously.

- **Technology Proficiency**

Familiarity with credit management software and enterprise resource planning (ERP) systems.

Proficiency in Microsoft Excel and other data analysis tools for generating reports and monitoring trends.

Comfort with automating processes where possible to improve efficiency.

- **Attention to Detail**

Precision in reviewing financial documents, customer credit limits, and payment histories.

Ability to spot errors or inconsistencies in accounts and take corrective actions.

PERSONAL SPECIFICATION

Core competencies.

- **Customer Relationship Management**

Building and maintaining positive relationships with clients, ensuring a balance between firm credit control and customer satisfaction.

Ability to work with clients to resolve issues while safeguarding the company's interests.

- **Reporting and Data Analysis**

Ability to prepare and present detailed reports on credit management activities, collections, and aging accounts.

Skills to analyse and interpret data to identify trends and areas for improvement.

A Deputy Credit Manager should possess a blend of financial expertise, strong interpersonal skills, leadership potential, and the ability to manage risks and improve processes to ensure financial stability for the organisation.

The above reflects the main elements associated with this position. It is not intended to be exclusive or exhaustive.

PERSONAL SPECIFICATION

Eligibility Criteria

At least 3–5 years of experience in credit control, finance, or a related role, with some supervisory experience preferred.

Essential Criteria

- Possesses a strong understanding of credit risk management and debt collection processes.
- Strong interpersonal skills, ability to communicate and manage well at all levels of the organisation and cross-function
- Possesses strong analytical skills and processes person drive and commitment to produce the highest quality work and to deliver technical expertise. Can demonstrate excellent communication and negotiation skills.
- Strong problem-solving skills and the ability to handle sensitive situations with professionalism and tact.
- Ability to work under pressure and manage multiple tasks.
- Strong organisational and time-management skills
- Proactive and results driven.
- Ability to work independently and as part of a team.
- High level of integrity and confidentiality

Desirable Criteria

- Industry Specific Experience in the Freight, Cargo, Transportation industry can be a major asset.
 - Experience working in international markets or dealing with foreign currency exchange, international tax laws, or cross-border accounting issues.
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PERSONAL SPECIFICATION

Knowledge

- Proficiency in Microsoft Office (eg Excel) and familiarity with accounting software (e.g Microsoft Dynamics and Sage).

Benefits

- Salary: Competitive
- Holidays: 29 days holiday (including Bank Holidays)
- Pension:
- Mileage allowance for business travel

TIMELINES

Role Live:

- Tuesday 21st January 2025 @ 9am

Closing Date:

- Tuesday 4th February 2025 @ 3pm

Shortlisting

- Completed by Monday 10th February 2025

First Interview with MOTIS Ireland Ltd

- W/C Monday 24th February 2025

Final Interview with MOTIS Ireland Ltd

- W/C Monday 3rd March 2025

The role offers a great opportunity to join a vibrant team in a rapidly growing business. If you're a strategic thinker with a strong financial background, we would love to hear from you.

Contact information

For all enquiries on this role and details, please contact:

Steve Morrow

Head of Executive Search

e: stephen.morrow@stafflinerecruit.com

m: +440738 421 8405