

RQ Capital

George Craig | Director



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What does your role involve?

I'm responsible for sourcing new deals, marketing the company, and the efficient management of the loan process. But we're a small team of four, so we all do everything really!

How long have you worked for RQ Capital?

I'm a new recruit, having joined in April as the first new director since the inception of RQ Capital.

The range of skills I'd grown through my previous development industry work on both the agency and landlord sides led me to this job. Having used finance in previous roles lent itself well to working on the funding side now.

What is the most enjoyable aspect of your role?

There's a good variety, and I love meeting people.

The main thing I really enjoy is going out and seeing the developments coming out of the ground. When I worked in the agency world, I'd just sell the property and never see the end product. It's great to be involved in the development process, speaking directly to the builders and contractors – at the sharp end of the property market.

And what do you find most challenging?

Converting interest into tangible leads. We get a lot of interest, but it's the conversion that's the most challenging and most rewarding.

What led you to a career in the industry?

I started out in property development in 2004. I've always liked the industry – it's interesting seeing new products being built, or utilising old products in conversions.

I've worked on both the agency and landlord side, and now this is the third side – funding it. It's definitely the most interesting one of the lot.

What do you think differentiates RQ Capital from the competition?

We're a small team, so everyone knows everything about every loan. When you work with us, you talk directly to a decision-maker. What the directors say will happen, will happen. If we say we're going to do something, we will deliver.

Also, we're very friendly and willing to solve problems that someone may have during a loan. We always work with people, rather than against them.

What advice would you give someone who wanted to work in property development?

You need to have good management skills. There are many different elements to property development: you've got to buy the land, fund it, find the contractor, understand how they work and find the money!

You'll be juggling a lot of balls – finance, delivery, selling. Where we fit in is being a good, friendly finance arm that will work with you – making the finance bit easy, so you just have to manage the development.

And you need people skills – although you're building something, like anything it's a people business. Especially at the moment – there's a massive pinch point on equipment and material. The builders who have good, trusting, friendly relationships with the

merchants are managing to find supplies a bit more easily. It's become really apparent who has good relationships within the industry.

A good relationship with finance is crucial too. When we lend to a developer, we make sure that their builders are paid on time – because otherwise they won't want to reappear!

What do you like to do in your spare time?

I've got a good work-life balance, although most of my spare time is spent looking after three kiddies! When I'm not doing that, I'm playing cricket and getting out and about in the countryside. We live in north Norfolk, and we've got a little boat which we take out to sea. And golf, if I get a chance!

Quick Fire Round

Any TV recommendations?

I'm enjoying watching *Succession* at the moment.
And *Clarkson's Farm*!

Read any good books lately?

I'm reading *The Beekeeper of Aleppo*, which is very good. I'm also a big fan of war books – I particularly enjoyed reading all Ben MacIntyre's books about various spy operations...

Your dream dinner party guests?

Because I read a lot of boring books about the Second World War, Churchill would have to be there. I would love to meet Sir David Stirling who founded the SAS and I think would have some pretty interesting tales to tell.

I never met either of my grandfathers, and they both had very interesting wars. One was in the Great Escape, and the other was in the navy and sunk a few times so I would love to hear first hand what happened. So we could have a great wartime discussion.

What did you want to be when you were growing up?

A vet.

Favourite film?

Withnail and I.

Business pet peeve?

Too many emails.

Describe yourself in three words?

Approachable, friendly and loyal.

Describe RQ Capital in three words?

Efficient, personable and bespoke.