



Regional Manager - Southern (VIC/WA/SATAS)

What you didn't know about GetCapital?

GetCapital offers multi-product finance solutions to their Finance Partners and customers using revolutionary credit platform designs. We are one of LinkedIn's hottest Australian companies to work for and we are kicking goals with how we run our business whilst winning many awards along the way including AFR's Fast 100, Deloitte's Technology Fast50, SmartCompany's Smart50 and Deloitte's Asia Pacific Technology Fast 500.

Your role

Are you a strategic sales relationship leader who thrives on developing winning teams and loves to work in a high growth, fast paced environment? Are you looking for a company with a culture that challenges convention? Our team is expanding and looking for a Southern Regional Manager to step into a newly created role.

You will have a proven background in leading a high-performing and highly engaged sales team. You will use your strong knowledge of Commercial Lending products to maximise business opportunities and sales activities. You will be an innovator, someone who will bring suggestions to the table and make improvements whilst being accountable for your own work and P&L.

This is a one-off opportunity to sink your teeth into some exciting developments whilst bringing your professional and hardworking attitude to GetCapital!

What you will do

- Lead and develop the BDM team across the region
- Engage Aggregator BDM's to develop knowledge of products & market opportunities
- Strengthen relationships with key accounts
- Work with the leadership group to develop sales strategy
- Build product knowledge into the market
- Develop and manage regional sales plans
- Managing the region to achieve financial metrics
- Presentation & attendance at events within the region

About you

- Proven experience in leading a high-performing & highly engaged sales team
- 3+ years in a managerial strategic sales role
- Experience driving outstanding customer experience
- Experience in commercial lending including Asset & Cash flow Finance
- Demonstrated experience managing a P&L

What it's like to work here

We offer competitive remuneration and a company bonus, flexible working at home, a fast paced, energetic environment. Our staff say it's a great place to work with engaged Leadership Team and a fantastic growth story. We hold regular events to get the team together and if you work for us, you get your birthday off!

If you like the sound of this, we would love to hear from you. Please send your resume to jointheteam@getcapital.com.au