



Broker Account Manager – NSW or VIC

What you didn't know about GetCapital?

GetCapital offers multi-product finance solutions to their Finance Partners and customers. We are one of LinkedIn's hottest Australian companies to work for and we are kicking goals and winning many awards along the way including AFR's Fast 100, Deloitte's Technology Fast50, Smart Company's Smart50 and Deloitte's Asia Pacific Technology Fast 500.

Your role

Are you a person who thrives on developing new business whilst building rapport with B2B customers? You will have experience in solution-selling over the phone and have the nous to provide holistic services to our brokers.

Our team is expanding due to an internal promotion in the business and we are seeking a person to enhance the business relationships and deals through our existing broker clients. You will be a go-getter who is not fazed by making outbound calls to promote GetCapital!

What you will do

- Develop new business opportunities with our existing broker database and smashing sales targets through phone-based account management.
- Deliver growth through third party across our diverse product range.
- Educate brokers through a range of mediums on the key features of our superior products.
- Manage inbound and outbound calls to brokers – you are not afraid to pick up the phone and have a conversation.
- Depending on your experience in this field, you will have the opportunity to mentor and develop staff in your role
- We are a tight-knit team and you will work closely with your peers to get the deal executed efficiently for the client.

About you

- 2+ years' experience working a Sales/inside Sales/Internal BDM role, solution selling to your customers
- Ability to drive sales and build rapport with people easily
- You will need be a higher achiever, self-driven and accountable in your approach
- Be strategic – this is key as your role is to work strategically with our clients
- Have a proactive attitude, your world is all about the customer and enhancing their experience.

What it's like to work here

We offer competitive remuneration and a company bonus, a fast paced, energetic environment as well as an inviting, open-plan office space in North Sydney. We have our own outdoor deck, full kitchen, and lovely breakout spaces. We are a short walk from North Sydney train station and can be reached by many bus routes. There are fantastic lunch options nearby and we also enjoy a coffee shop in our building. We also offer free breakfast groceries in our kitchen and regular fruit deliveries. 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!

How to apply

If this sounds like you - please send your resume jointheteam@getcapital.com.au