



# Business Development Manager - 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***

Using your highly developed relationship skills, your role will be to increase revenue through our broker channels. You will provide a strong point of difference with our products to our customers, putting us ahead of our competitors. Working closely with internal teams to ensure our customers are at the forefront of everything, you will have the opportunity to work on a varied portfolio within an innovative business. You will also be involved in building our brand through trade events and actively participate in networking and presenting within the Finance sector.

## ***What you will do***

- Develop & execute on quarterly & annual penetration plans for region in order to meet objectives;
- Finding and following new sales leads;
- Recruit and activate new brokers;
- Managing key broker accounts;
- Onboard, train & develop new brokers;
- Represent GetCapital at various aggregator/industry events and networking events; and
- Build trust & long-term relationship with our broker network.

## ***About you***

- 2 years + experience working in a Sales/BDM role within Resi/Commercial Broker relationships;
- Experience working with a broker network;
- Exposure to Salesforce or other CRM is preferred;
- Ability to hit the ground running and work autonomously;
- Understanding of credit is advantageous; and
- Proven ability to build long-term relationships with broker networks.

## ***What it's like to work here***

We offer competitive remuneration including car allowance and a company bonus, an opportunity to work with industry leaders and 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 [jointheteam@getcapital.com.au](mailto:jointheteam@getcapital.com.au)