



Relationship Manager

Make your mark

Are you passionate about sales and providing superior service to your customers? Do you have call centre/retail sales experience or have worked inbound sales seeking your next career move?

You will work directly with small business owners on a personalised basis from their first interaction all the way through the customer journey. You will focus on understanding each client's needs, delivering the best solution for their situation, and ultimately driving sales conversions. You will have supportive management who will foster your skill development whilst you thrive!

In this role, you will have the opportunity to work with a diverse and talented team that thrives on new challenges in a transformational environment. You will be hands-on, take ownership and contribute to improving the customer experience in a fast-paced, high-growth business.

How you will make a difference

- Deliver excellent customer service
- Manage and build long term relationships with a portfolio of customers
- Conduct detail needs analysis with business owners
- Package lending proposals for credit submission
- Drive sales conversations

Skills that set you apart

- Credit underwriting experience (Preferred)
- Sales & relationship-building skills
- Excellent phone manner
- Great problem solving
- A high degree of self-motivation & drive
- Tertiary qualifications

About GetCapital

GetCapital is an award-winning business lender and one of Australia's fastest-growing financial technology companies. Winner of the IDC 2020 Digital Disruptor and Omni Experience Innovator awards for Australia and New Zealand, we've also been a Deloitte Technology Fast 50 winner for the past three years and voted one of LinkedIn's hottest Australian companies to work for in 2019.

Our culture

At GetCapital, we take pride in our diversity and culture of inclusion. With the customer always first in mind, we are passionate about solving problems, delivering value and making a real difference. Here, time is precious, there are no politics and no egos. It's one team, with shared successes and failures. If you're ready to challenge convention, we are ready for you.

The perks

GetCapital offers competitive remuneration and the opportunity to make your mark in a fast-paced, energetic environment. Centrally located in North Sydney CBD, we're close to transport, restaurants, cafes and shops. You'll enjoy free breakfasts and healthy snacks, and a friendly social atmosphere. There are also plenty of staff-led social events, Leadership series, Lunch & Learns and other initiatives for you to participate and grow. And best of all, on your birthday, you get the day off!

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