



# Team Leader – Retention

## Make your mark

Are you a strong sales coach that thrives on taking your team to the next level? Do you have call centre/inside sales experience and looking to move into a fast-growing digital finance company where you can build your career?

In this role, you will be a hands-on and results-driven Team Leader that can drive performance outcomes and take ownership of your team. You will lead a newly formed team of Account Managers and have the opportunity to work on exciting initiatives including our digitalisation project. Enjoy the opportunity to work with a diverse and talented team that thrives on new challenges in a transformational environment. You will take ownership and contribute to improving the customer experience in a fast-paced, high-growth business.

If you have a strong people management track record in a sales environment and can utilise data to drive business outcomes, we want to hear from you.

## How you will make a difference

- Manage & drive sales team targets and performance.
- Develop the Account Manager team through coaching, training and identifying gaps.
- Track & review performance.
- Ensure your team delivers excellent customer services.

## Skills that set you apart

- 2+ years working in a similar role within Call Centre/Telemarketing/Phone Sales environment
- Experience within financial services preferred but not essential
- Proven track record managing high performing teams
- Highly driven, high-energy individual in a target-driven environment, hungry for success.
- Self-motivated and enthusiastic to meet high sales targets
- Ability to adapt to change, and desire to make improvements.

## 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 four years in a row 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 & Learn, online development 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](mailto:jointheteam@getcapital.com.au)