



# Graduate - Account Manager x 3

## Kickstart your career

Have you recently graduated with a business degree and are interested in how businesses are structured and achieve growth goals? Do you have customer service experience and are interested in growing a career in sales?

If so, we are looking for Account Managers to join our team and work directly with business owners on a personalised basis from their first interaction all the way through the customer journey. In this role you will focus on understanding customer needs, delivering the best solutions and ultimately driving sales conversion. You will have supportive management who will foster your skills development whilst you thrive in a fast-paced sales environment.

You will be part of a successful and switched-on team with common values and goals as you kickstart your career in a fast-paced, high-growth business. We are looking for hands-on, results-driven individuals who can take ownership and contribute to improving the customer experience.

## How you will make a difference

- Contribute to our sales experience
- Deliver excellent customer service
- Manage and build long-term customer relationships
- Conduct detailed needs analysis with business owners
- Package lending proposals for credit submission
- Drive sales conversions

## Skills that set you apart

- Business degree
- A passion for sales or customer service
- Relationship-building skills
- Financial services experience desirable
- Excellent phone manner
- Great problem-solving skills
- A high degree of self-motivation & drive

## 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 four years and voted one of LinkedIn's hottest Australian companies to work for.

## 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. To apply please send your resume and academic transcripts to [jointheteam@getcapital.com.au](mailto:jointheteam@getcapital.com.au).