



Business Development Manager

Hays • Northern Suburbs Sydney NSW



Base pay

\$120,000 - \$130,000



Work type

Permanent



Contract type

Not provided

Job details



Date posted

05 Aug 2022



Expiring date

05 Aug 2023



Category

Banking, Superannuation & Finance



Occupation

New Business Development



Base pay

\$120,000 - \$130,000



Work type

Permanent



Job mode

Standard/Business Hours

Full job description

Your new company

Our Client is a Commercial Finance Brokerage based in Sydney. They cover Equipment Finance, Commercial Lending, Construction Finance, and Small Business Loans making them a one-stop shop for Lenders. Due to an increased behind and workload, they are looking for a Business Development Manager to join their team!

Your new role

As a Business Development Manager you will:

- Build and foster strong relationships with Referrers
- Utilise your existing network to generate new deals
- Maintain a strong product knowledge and educate Clients
- Attend frequent meetings, lunches, dinners etc with Clients

What you'll need to succeed

The successful Candidate will have:

- An existing network of Referrers including Professional Services and Mortgage Brokers (desirable)
- Prior experience in a business development or relationship management role
- A strong understanding of Commercial Lending
- Exposure to Credit Analysis

What you'll get in return

- A down-to-earth and collaborative team environment
- Career progression opportunities including leadership
- The freedom to structure your day for success, no micromanaging

- Up to \$130,000 + Super + Commissions depending on experience

What you need to do now

If you're interested in this role, click 'apply now' to forward an up-to-date copy of your CV or email me directly via zoe.casbolt@hays.com.au or call me on 02 8226 9613 for a confidential discussion on the role

LHS 297508 #2649158