

MEMBER
SERVICE

CONTINUOUS
IMPROVEMENT

TEAMWORK

PERFORMANCE

INTEGRITY

MOBILE LENDER – MELBOURNE (WESTERN SUBURBS)

- **Business development in retail banking**
- **Build and grow the portfolio in Melbourne's Western suburbs**
- **Newly created role, attractive incentive**

YOUR ORGANISATION

At G&C Mutual Bank our members are our number one priority. As a leader in the Mutuals sector, we pride ourselves in offering the highest quality service and lifelong financial solutions. With a customer base of over 32,000 and \$1 billion in assets we are one of the strongest performing financial institutions in the sector.

YOUR OPPORTUNITY

Reporting to the Area Manager, this newly created role is focussed on building and developing our portfolio in Melbourne's western suburbs. As a Mobile Lender, you will have key responsibilities within the following areas:

- Developing and maintaining new referral sources with a view to drive growth and profitability in retail lending
- Achieving sales targets and growing the customer base, including developing a portfolio of high net worth clients
- Managing the end-to-end customer experience for loan products (application to settlement)
- Developing and implementing targeted promotional and marketing initiatives

YOUR PROFILE

You will have proven success in retail lending with a sound understanding of mortgage lending, insurance and wealth management products. With excellent communication skills and a natural flair for numbers, you are capable of understanding financial statements and structuring robust credit proposals.

Being highly self-motivated and customer-centric, you are well organised and have the drive and capacity to work and achieve results autonomously. Ideally, your extensive sales and customer service experience will equip you to build and maintain a solid pipeline of business. A current unrestricted drivers' licence is essential.

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YOUR BENEFITS

This role offers an attractive package, including highly motivational sales-based incentives and all relevant tools of trade. We also value our employees by providing:

- Discounts on financial and lifestyle products (some with qualifying period)
- Option to cash out annual leave
- Incentives for independent study
- Opportunities for ongoing learning and career development
- Access to Employee Assistance Program

As a values-based organisation, the team at G&C Mutual Bank is committed to **Member Service, Continuous Improvement, Teamwork, Performance, and Integrity**. The principles and practices of equal opportunity are at the centre of our candidate selection process, and as a member of the Diversity Council of Australia, we aspire to nurture a work environment which capitalises on the diverse skills, backgrounds and experiences of our employees.

To express your interest in this position, please apply to careers@gcmutualbank.com.au

Find out more about us at www.gcmutualbank.com.au.

Go to the Working with Us page to view our Privacy Policy.

Only short listed candidates who meet the above criteria will be contacted.



Winner – Canstar 5-Star Award for Low Rate Credit Card

Winner – Mozo Experts Choice 2017 Awards