

Member
Service

Continuous
Improvement

Teamwork

Performance

Integrity

Local Business Manager (Lismore)

- **Business development in retail banking**
- **Growing portfolio in Lismore and surrounds**
- **Attractive incentive**

Your Organisation

Established in 1959, G&C Mutual Bank has since grown to be one of Australia's strongest member-owned financial institutions. We are a member focused, values-driven organisation where member interests are not in conflict with shareholder interests. We make responsible, ethical decisions that benefit our members and the community, and reinvest our profits to provide better products and services. Experience the G&C Mutual Bank difference - It's your bank, because you own it.

Your Opportunity

Reporting to the Area Manager, this role is focussed on developing our portfolio in the Lismore and Northern Rivers area of NSW, with scope to broaden into South-East QLD. As a Local Business Manager, you will:

- Develop and maintain new referral sources with a view to drive growth and profitability in retail lending
- Achieve sales targets and grow the customer base, including developing a portfolio of high net worth clients
- Manage the end-to-end customer experience for loan products (application to settlement)
- Develop and implement targeted promotional and marketing initiatives in consultation with internal stakeholders

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 in retail lending 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
- A paid volunteering day each year
- Incentives for independent study
- Opportunities for ongoing learning and career development
- Access to Employee Assistance Program
- Corporate wardrobe

We've built a team that values service, teamwork and integrity, to go above and beyond for our members. We have a focus on performance and continuous improvement and work collaboratively to get it right. As a member of the Diversity Council of Australia, we recognise the benefits that diversity brings to our organisation. We strive toward a collaborative culture which capitalises on the diverse skills, backgrounds and experiences of our employees.

To express your interest in this position, please apply to careers@gcmutual.bank

Find out more about us at www.gcmutual.bank

Go to the [Work with us](#) page to view our Privacy Policy.

You must be a permanent resident or Australian citizen to be considered for this position. Only shortlisted candidates who meet the above criteria will be contacted.