



It's **your** bank, it's **your** career

Member
Service

Continuous
Improvement

Teamwork

Performance

Integrity

Mobile Lending Manager - Sydney

- **Values-driven Financial Services organisation**
- **Business development in retail banking**
- **Build and grow the portfolio in metropolitan Sydney**

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 focussed, 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 building and developing our portfolio in metropolitan Sydney. As a Mobile Lending Manager, you will be:

- 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
- Maintaining and continuing to grow relationships in established networks
- Managing the end-to-end customer experience for loan products (application to settlement)
- Developing and implementing targeted promotional and marketing initiatives that build brand awareness and increase penetration in our target markets

Your Profile

Our members are central to who we are, so we're seeking a candidate who shares that mindset, and is focussed on providing financial solutions which suit members' needs. 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 understand financial statements and can structure robust credit proposals.

Being highly self-motivated, you are organised and have the drive and capacity to work and achieve

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results autonomously. Extensive sales and customer service experience equips you to build and maintain a solid pipeline of business. A sound knowledge of the end-to-end lending process enables you to work collaboratively with internal stakeholders to facilitate outcomes. A current unrestricted drivers' licence is essential.

Your Benefits

We value our employees by providing a range of benefits which you can read about on our [website](#). An attractive incentive structure and fully maintained vehicle are also on offer.

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 click on the appropriate link.

Find out more about us at www.gcmutual.bank, and view our Privacy Policy [here](#).

Only shortlisted candidates who meet the above criteria will be contacted.

We're ready to help you

1300 364 400 | www.gcmutual.bank

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