



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

Member
Service

Continuous
Improvement

Teamwork

Performance

Integrity

Local Business Manager - Bathurst Region

- **Values-driven Financial Services organisation**
- **Business development in retail and business banking**
- **Build and grow the portfolio in the Bathurst region**

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

This role is focussed on actively promoting G&C Mutual Bank's competitive range of products to help develop our lending portfolio in Bathurst and the surrounding districts. As a Local Business Manager, you will be:

- Developing and maintaining referral sources to drive growth and profitability in retail and business lending
- Achieving sales targets and growing your customer base within the community, across employer sites and among small business enterprises in the region
- Maintaining and continuing to grow relationships in established networks, whilst identifying and maximising opportunities to develop new business
- Developing and implementing targeted promotional and marketing initiatives that build brand awareness and increase penetration in our target markets
- Managing the end-to-end customer experience for loan products (application to settlement)

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Your Profile

Our members are central to who we are, so we are seeking candidates who demonstrate well-developed relationship building abilities and possess exceptional customer service skills - focussed on providing tailored financial solutions which suit our members' needs. Being highly self-motivated, you are organised and have the drive and capacity to work and achieve results autonomously. Demonstrated sales and business development experience equips you to build and maintain a solid pipeline of business. You will have proven success in retail and small business lending with a sound understanding of mortgage lending, commercial facilities, insurance and wealth management products.

A comprehensive knowledge of the end-to-end lending process enables you to work collaboratively with internal stakeholders to facilitate outcomes. With excellent communication skills and a natural flair for numbers, you understand financial statements and can structure robust credit proposals. 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 send your application to careers@gcmutual.bank.

Find out more about us at www.gcmutual.bank, and view our [Privacy Policy on the Work with Us page](#).

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

We're ready to help you

1300 364 400 | www.gcmutual.bank

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