

Mobile Banker – Brisbane

- **Full Time Position**
- **Competitive Salary package including incentive scheme.**
- **Fully Serviced company vehicle, and tools of trade.**
- **Suite of tools and training designed to help you succeed.**

Auswide Bank is currently seeking an applicant to fill the position of Mobile Banker within the Specialist Banking Team in the Brisbane area.

Auswide Bank has a proud history of providing finance for homes over the past 50 years and we are seeking a committed individual to help us continue on our journey and help other customers realise their home ownership dream!

The Role

- Mobile Banker, Specialist Banking Team, servicing the Brisbane North area.
- Business Development skills and passion to provide outstanding customer service will be key to your success.
- Specific focus on driving Owner Occupied Home Loans and helping manage several Strategic Relationships that already bring Auswide regular referral business.

The Responsibilities

- Meet/Exceed key performance measures, these primarily being focused on Owner Occupied and Investment Lending growth.
- Provide outstanding service to all customers through knowledge of products and processes.
- Identifying opportunities to cross sell financial products and services to customers based on their specific needs.
- Manage existing local referral relationships to help drive continued opportunities for sales and growth.

The Key Requirements

- At least 5 years experience in a Retail Lending Position (or similar).
- Proficient understanding of standard credit policies and loan input skills.
- Listening, communication & negotiating skills that are relevant to a highly competitive financial environment.
- Proven ability to meet/exceed sales targets.
- Current and Clean Drivers License.
- Ability and desire to work hours that best suit the needs of your customers.
- The ability to work independently and meet required deadlines.

A great opportunity to work for Australia's newest bank!

If you require any further information regarding this job vacancy, or would like to apply please contact hr@auswidebank.com.au.

Small things. Big difference.