

Specialist Lending Consultant – Brisbane CBD

- **Full Time Position**
- **Progressive Organisation**

Auswide Bank is seeking a suitable candidate to fill the position of Specialist Lending Consultant in Brisbane.

**Are you looking for a new opportunity where high achievers are rewarded and valued?
Have you considered one of Australia's newest Banks?**

- Sales Focused / Relationship Banking / Consumer Lending Position
- Competitive Remuneration and Quarterly Incentive Scheme
- As a Banker with a track record of success managing a portfolio of High Value Banking clients, you will be focused on growing new quality profitable business. You will be driven by developing new business opportunities with existing clients, as well as acquiring new clients to the Bank identified from a variety of sources including your referral networks.

Locating, growing and enhancing referral relationships and creating a superior level of customer satisfaction are the keys to success in this role – so you will need a strong customer management skill.

You must promote a full service customer experience in all their dealings by initiating conversations with all customers around Auswide Bank's full product suite including General Insurance, Risk Insurance, Credit Cards & Bank Accounts.

You must display the behaviours, qualities and ability to successfully promote the Auswide brand externally and grow the lending book.

Skills & Experience

- Proven experience in Home Loan Lending & Relationship Banking.
- Proven experience and/or ability to work closely with inner city professionals.
- Proven experience in promoting ancillary products within the customer interview.
- Success in developing working business relationships to grow external referral networks.
- Successful customer service background based on delivering accurate and timely outcomes for the customer.
- A professional and dynamic demeanour that is keen to promote a growing brand in a highly competitive market.
- Strong time management skills that allow for flexible interview options for customers during and after business hours.

Small things. Big difference.

Benefits & Rewards

- Competitive remuneration and quarterly incentive scheme
- Exceptional team environment that is flexible, supportive and allows you to be autonomous
- The opportunity to develop your career as part of a progressive company in a friendly team environment
- Great staff benefits

To apply for this position, please email a resume and brief introduction about yourself to hr@auswidebank.com.au. We look forward to hearing from you.

Small things. Big difference.