

Business Banking Manager – Rockhampton

- **An exciting opportunity for a highly motivated local Business Banker to source, expand and maximize Business Banking opportunities in Rockhampton.**
- **Auswide Bank is currently expanding its Business Banking footprint in Regional Queensland & growing our team.**

The Role Available

Reporting to the Specialist Banking Manager, the successful applicant will be responsible for executing integrated sales, services and relationship strategies to support growth, relationship deepening and retention of business customers.

This role is suited for a highly motivated, adaptable individual who is able to pivot in order to meet the changing requirements of the business.

The successful applicant must be based in Rockhampton and have the ability to travel through the Bank's branch network from Rockhampton, Yeppoon, Emerald & Gladstone when required.

What we are looking for

- Proven Business Banking experience and passion for sales delivery.
- Effective relationship management skills to achieve customer acquisition.
- The ability to acquire new business through business development activities including but not limited to referrals from existing clients and outbound activities (e.g. out-of-branch business development, prospect calling)
- The ability to expand existing relationships through needs-based selling; outreaching to community / centres of influence; meeting both small business and personal banking needs of business customers
- Be able to utilise effective calling techniques and lead management to generate new business customers from branch-based top customer lists and other targeted lead lists
- Be able to support business and on-going business development including place-of-business visits, and referral/network development
- To effectively use marketing campaigns and new product launches to drive sales activities and fulfil customer needs
- Have the skills to provide ongoing coaching to Branch staff to effectively identify referral opportunities
- Meet activity standards and goals to achieve targets
- Be able to support sales/service activities within the Branch by participating in seminars, events, promotional campaigns, product initiatives, etc.

Small things. Big difference.

- Be able to ensure a reciprocal referral relationship with Branches and other partners as appropriate
- Enthusiasm to build the segment reputation for the organisation via strong, positive brand representation and demonstration of capability and delivery
- Be able to identify any potential risks that may hinder the Bank's reputation, safety, security and financial success.

Skills & Experience Required

To be successful in this role, you will ideally bring the following:

- **Strong work ethic and self-directed** - Willingness to demonstrate and promote the Bank's values, EMPOWER on a daily basis.
- **Commercial Acumen** -- Understand your role in the Bank, impact on the business and how to make informed decisions.
- **Decision Making Skills** -- Considering the relative impact, costs and benefits of potential actions to choose the most appropriate one.
- **Negotiation skills** – Ability to achieve the best outcome for the organisation through well-developed communication.
- **Analytical Skills** – Ability to read financial reports and interpret information
- **Communication Skills** -- Exceptionally strong communication, interpersonal and relationship building skills.
- **Risk Management** -- Ability to identify a risk and manage any risk to the organisation.

Auswide Bank prides itself on delivering exceptional financial products and services face-to-face, online and through relationships with specialised providers.

By joining Auswide Bank, you are joining a company that offers a fast-paced and innovative work environment with a rewarding career and an attractive staff benefits package.

Apply for this role by following the links below with your up to date resume and covering letter.

If you require any further information about this role, please do not hesitate to email HR on hr@auswidebank.com.au

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