



Business Development Manager

Food & Beverage Suppliers

Make your mark

Are you a person with contacts or experience within the Food & Beverage area who thrives on developing new business whilst building rapport with B2B customers? In this new role you will use your solution-selling experience to roll out and grow our revolutionary new trade credit payment platform into the food and beverage (including alcohol) sector.

In this role, you will have the opportunity to work with a diverse and talented team that thrives on new challenges in a transformational environment. You will be hands-on, take ownership and contribute to improving the customer experience in a fast-paced, high-growth business.

How you will make a difference

- Identify key targets for the roll-out and growth of the Shift Payments platform into the construction and trade sector.
- Understand the different business models of suppliers and distributors to best position the platform to deliver maximum value to each supplier and its customers.
- Work with Marketing Team to produce collateral.
- Work closely with the Product Team to enhance platform capabilities.
- Representing GetCapital at industry events.

Skills that set you apart

- A deep network of food & beverage and/or alcohol suppliers and distribution is essential.
- Prior industry experience in account management or sales preferred.
- Demonstrated and proven sales results.
- No financial services experience necessary.

About GetCapital

GetCapital is an award-winning business lender and one of Australia's fastest-growing financial technology companies. Winner of the IDC 2020 Digital Disruptor and Omni Experience Innovator awards for Australia and New Zealand, we've also been a Deloitte Technology Fast 50 winner for the past three years and voted one of LinkedIn's hottest Australian companies to work for in 2019.

Our culture

At GetCapital, we take pride in our diversity and culture of inclusion. With the customer always first in mind, we are passionate about solving problems, delivering value and making a real difference. Here, time is precious, there are no politics and no egos. It's one team, with shared successes and failures. If you're ready to challenge convention, we are ready for you.

The perks

GetCapital offers competitive remuneration and the opportunity to make your mark in a fast-paced, energetic environment. Centrally located in North Sydney CBD, we're close to transport, restaurants, cafes and shops. You'll enjoy free breakfasts and healthy snacks, and a friendly social atmosphere. There are also plenty of staff-led social events, Leadership series, Lunch & Learns and other initiatives for you to participate and grow. And best of all, on your birthday, you get the day off!

If you like the sound of this, we would love to hear from you. Please send your resume to jointheteam@getcapital.com.au