



Internal Business Development Manager

Make your mark

Do you thrive on developing new business whilst building rapport with B2B customers? Due to an internal promotion, we're expanding the team and seeking a Business Development Manager to enhance business relationships and deals through our existing broker network. You will be a go-getter with solution-selling, outbound calling experience enthusiastic about offering GetCapital's range of business finance products and services.

How you will make a difference

- Develop new business opportunities with our existing broker network and smash sales targets through phone-based account management.
- Deliver third-party growth across a diverse product range.
- Educate brokers on key product features through a range of media.
- Manage inbound and outbound calls to brokers – you are not afraid to pick up the phone and have a conversation.
- Reflective of your experience in this field, you will have the opportunity to mentor and develop staff
- We are a tight-knit team and you will work closely with peers to get deals executed proficiently

About you

- 2+ years' experience working a sales/inside sales/internal BDM role, solution-selling to customers
- Ability to drive sales and easily build rapport
- Be a high achiever, self-driven and accountable
- Be strategic in your approach with customers
- Have a proactive attitude, your world is all about the customer and enhancing their experience.

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 four 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