



Merchant Acquisition Specialist

Make your mark, join the team

Are you passionate about sales and thrive on developing new business? Do you have inbound sales experience and are seeking your next career move?

If so, this is a great opportunity to expand your career. Using your financial services experience, in this role you will work with our customers to embed a market-leading ecommerce solution and grow our merchant and vendor areas. You will identify partnership opportunities in the B2B space and drive sales conversions by focussing on understanding each client's needs and delivering the best solution for their situation.

In this role, you will have supportive management who will foster your skills development whilst you thrive in a fast-paced sales environment. You will have the opportunity to work with a diverse and talented team that thrives on new challenges. You will be a hands-on, results-driven individual who takes ownership and contributes to improving the customer experience in a transformational, high-growth business.

How you will make a difference

- Utilise superior sales and relationship skills
- Manage and build relationships with B2B customers
- Conduct detailed needs analysis with business owners
- Identify partnership opportunities
- Drive sales conversations
- Identify product development opportunities

Skills that set you apart

- Sales skills
- Relationship building skills
- Financial services experience (desirable)
- Excellent phone manner
- Great problem solving
- A high degree of self-motivation & drive
- Tertiary qualifications

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 & Learn, online development 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