



Manager – Merchant Sales & Partnerships

Job Overview:

Responsible for the delivery of GetCapital's merchant solutions into target industry verticals. The Ideal candidate will have experience in acquiring new merchant customers onto GetCapital's platform, previous experience as a Sales team leader or manager in either payments or relevant SaaS provider.

Main Responsibilities/Duties

- Defining and implementing a robust sales process to acquire merchants' customers onto GetCapital platforms.
- Identifying and applying a robust process to onboard & embed GetCapital's merchant solutions into merchants' businesses by prospecting & developing relationships with Merchants
- Working with marketing to produce necessary collateral to facilitate the above.
- Working closely with the product team to enhance platform capabilities based on merchant feedback
- Managing and building a desk-based sales team focused on merchant payment solutions in order to successfully meet or exceed company targets.

Working relationships:

- Merchant clients
- Integrators
- Product development teams
- Marketing

Experience:

- Experience as a sales or account management team leader or manager in either payments or a relevant SaaS provider
- Demonstrated and proven sales results

Skills:

- Excellent communication skills
- Strong professional acumen
- Commercial acumen
- Stakeholder management
- Comfortable with technology

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,



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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

