

## Relationship Officer (Western Region)

### We offer our staff a number of great benefits, including:

- Purchase additional Annual Leave
- Gym reimbursement program
- Additional Leave options
- Study assistance

### Your new company

Bank First, formerly Victoria Teachers Mutual Bank, is a customer owned bank that exists for the sole purpose of providing better banking experiences for customers; not to serve shareholders. Due to growth in the department, we are expanding our workforce planning team to ensure our new and existing customers continue to receive the expected level of service.

### Your new role

Bank First is seeking an experienced Relationship Officer to join our dynamic team with the ability to acquire new business in a prescribed territory and develop and maintain business relationships with schools and associations from our target market. The Relationship Officer will service the Western Region of Melbourne.

### What you'll need

The incumbent will have sales and/or Business Development experience, and proven ability to achieve sales targets and commercial objectives. Experience with relationship building and account management, coupled with strong communication and people skills is essential, as well as strong public speaking/presenting skills. Previous experience in customer owned banking and in Education and/or Health sectors will be considered favourable.

A current driver's license is essential.

### What you'll get in return

A competitive remuneration package is on offer (including fully maintained company vehicle) along with flexibility, attractive employee benefits and ongoing professional development, which will be offered to the successful candidate. Most importantly, this is an opportunity to work with an organisation that truly cares and values their staff.

In return you will enjoy a friendly and supportive team based working environment and a range of benefits including flexible, progressive employment conditions and opportunities that enable you to grow within the organisation.

117 Camberwell Road, Hawthorn East VIC 3123  
PO Box 338 Camberwell VIC 3124

Tel: **1300 654 822**      Email: [jobs@bankfirst.com.au](mailto:jobs@bankfirst.com.au)  
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Fax: **03 9882 4348**      Web: [bankfirst.com.au](http://bankfirst.com.au)

Victoria Teachers Limited | ABN **44 087 651**  
AFSL/Australian Licence Number **240 960**

### **What you need to do now**

To be considered for the role, please send your CV and covering letter addressing the above criteria to [jobs@bankfirst.com.au](mailto:jobs@bankfirst.com.au).

**Applications close:** Friday 26 October

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