

Lending Consultant - Sales

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 a lending consultant to join our phone based Sales Lending team in Hawthorn East. The successful candidate will be responsible for dealing with potential and existing customers of the Bank that require lending solutions to fit their needs. The Sales Consultant will be responsible for educating our customers around all Lending products, identify referral opportunities, build strong relationships and support the Customer through all aspects of the loans journey. A strong compliance focus is required whilst providing superior service in a timely manner.

What you'll need

Knowledge and history of personal lending and protection conversations is desirable. Experience in Inbound sales, ideally in a financial services call centre environment along with strong verbal and written communication skills, and demonstrated exceptional customer focus at every interaction. A high attention to detail coupled with excellent time management. Tier 2 qualification is preferred, but not essential.

If you have the skills and experience we are looking for, apply now.

What you'll get in return

This rare opportunity will see you working for an award-winning organisation, helping to build and embed this new brand in the market and demonstrate the value to our customers. The offer is a competitive salary package and a broad range of other benefits reflective of our healthy culture and people engagement.

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.

Applications close: Friday 29 March

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

Tel: 1300 654 822 Email: jobs@bankfirst.com.au
769
Fax: 03 9882 4348 Web: bankfirst.com.au

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