

BUSINESS DEVELOPMENT MANAGER

Are you a well connected BDM with finance experience who is looking for a new challenge?



About Us:

Scottish Pacific Benchmark is by far the largest independent debtor finance provider in Australia. We employ over 150 people across Australia and New Zealand and recognise that great companies are about great people.

Our aim is to be the best at whatever we do, not just the largest, not just the most profitable but the best. To achieve this we have defined areas of business and goals that we share with all, but we must have people who are confident, creative thinkers and who believe in our commitment to customer service.

Reporting to the local State Manager, you will manage the Scottish Pacific Benchmark arm in your state by assisting small to medium businesses with their cash flow needs.

We have a few of these interesting and diverse roles, based in Victoria, South Australia and North Queensland, reporting to the local State Manager. They involve business development, converting prospects to clients and developing and maintaining external relationships to generate new prospects.

About you:

You will assess and develop strategies to meet market opportunities whilst maintaining a portfolio of prospective clients through a combination of leads & referrals from your intermediary base of Accountants, Finance Brokers and other valuable networking sources, client direct and cold calling.

You will have a proven track record in business development and will be adept at building effective working relationships with internal and external stakeholders at different levels within organisations.

You'll thrive in working in an autonomous capacity and will be able to add value strategically by targeting and sourcing new opportunities in the market. You must have entrepreneurial flair, knowledge of the local market and the desire to take on a challenge. You will be a passionate driver who can think outside the square, knowledge of commercial lending, understanding of working capital and cash flow forecasting. Strong negotiation and interpersonal skills are a must.

A strong support network in your office, along with an attractive base salary, commission scheme and travel arrangements will assist you to make the role your own.

Click this link - [Business Development Manager](#) - to view a copy of the Job Description

To apply please email or mail your resume and the [Application Questionnaire](#) to joostea@spbgroup.com.au or Attention to Arista Jooste, Human Resources Manager SPB Group, GPO Box 9969 Sydney NSW 2001

No Agencies

Debtor finance...factoring...invoice discounting- don't be confused by the jargon, the facility is quite simple.

See our website for more info:

www.spbgroup.com.au