

CLIENT RELATIONSHIP MANAGER

Are you an experienced Client Relationship Manager 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 120 people across Australia and New Zealand and recognise that great companies are about great people and we are committed to attracting and retaining the very best talent we can find.

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.

About you:

We are currently seeking enthusiastic team players to fill the roles of Client Relationship Managers in both Melbourne and Brisbane. Reporting to the State Manager and with the support of a team of funding and credit professionals, you will have overall responsibility for a portfolio of approximately fifty clients.

Given the close and complex relationship between the Factor/Invoice Discounter, the client and its debtors, the Client Relationship Manager ensures the relationship between the three parties is smooth and enduring.

Specifically you will be responsible for developing and maintaining all relationships within your client portfolio and managing your team so as to effectively monitor ongoing risk within the portfolio and quickly respond to potential issues.

With a sound background in credit you will ideally have had some exposure to cash flow financing; alternatively a background in banking or financial services experience, with a track record in credit assessment is desirable along with an understanding of risk control and debt recovery procedures

In addition to developing and maintaining relationships with clients you will also liaise closely with the Group's senior management, as well as lawyers, accountants and insolvency professionals. It is therefore essential that you possess first rate interpersonal, communication and relationship management skills coupled with excellent attention to detail and a working knowledge of balance sheets, financial analysis and accounting principles.

Your remuneration will reflect your excellence in all fields of operation, which will continue to help build on SPB's continued success through attention to detail, ability to work under pressure and pro-active participation in a strong team environment.

Click this link - [Client Relationship 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

See our website for more info:
www.spbgroup.com.au