


Experienced Lending Professional


Employment: Fulltime


 Wangaratta


Are you a seasoned professional in the lending industry with a proven track record of success? We are seeking a skilled and knowledgeable Business Development Officer (BDO) to join our dynamic lending team in Wangaratta. If you are driven by results, have a deep understanding of loan processes, and are passionate about helping customers achieve their financial goals, we want to hear from you.


Key Responsibilities:


 **Develop and Grow Your Portfolio:** Leverage your extensive network and industry expertise to foster new business relationships and expand our customer base. You will be the driving force behind new opportunities and sustained growth.

 **Analyse and Accelerate:** Utilise your advanced analytical skills to streamline loan approvals, ensuring swift and accurate decision-making. You will handle complex scenarios with ease, and drive fast, effective outcomes.

 **Own Your Success:** Stay on top of your game and achieve success against key performance indicators. Let's celebrate those wins!


 **Create Lasting Customer Relationships:** You know that successful lending is all about understanding customer needs. Your expert consultation will help our customers find the perfect products and services tailored just for them.


 **Master the Paperwork:** Precision is your middle name. You will handle all the loan documentation with ease, ensuring accuracy and compliance every step of the way.


 **Live Our Values Every Day:** Trust, integrity, and genuine care aren't just buzzwords – they are at the heart of everything we do. You will play a key role in setting the tone for the culture we have built.

What's in store for you?

Joining us means more than just a job – it is a chance to take your career to new heights.

 **Real Impact:** Your expertise will help us continue to grow and evolve, while you take on challenging, rewarding work that makes a difference.

 **Collaborative Team:** We are not just coworkers – we are a tight-knit group that is invested in each other's success. You will have the opportunity to learn, share and grow with a team of industry experts.

 **A Caring Organisation:** We believe in supporting our team's well-being as much as we believe in achieving success. We offer a range of benefits like Employee Assistance Programs (EAP), wellness platforms, and much more to ensure you are well taken care of both personally and professionally.

What we are looking for:

- A deep understanding of lending products and services, with proven experience in loan processing and business development.
- Excellent communication skills and the ability to build strong relationships with customers and stakeholders.
- A keen eye for detail, ensuring accurate and timely documentation.
- A solid network within the Wangaratta community is a plus!

- Previous experience in a similar lending role (Personal, Home and Commercial) is essential.

About BankWAW

BankWAW provides all the banking products and services that you would expect from a modern financial institution. With over 90 staff and 34,000 people banking with us throughout the local region, you will be part of a service-oriented business offering high levels of job satisfaction.

Ready to jump in?

Apply today and let's make an impact together.

Please note all BankWAW staff must undergo a fit to work check as entry requirement.