

Broker Relationship Manager - Sydney

Are you the face of Auswide Bank for NSW?

- **Prestigious role and privileged responsibility**
- **Autonomous**
- **Be part of a unique, exciting growth story!**

Auswide Bank provides banking products and solutions to customers throughout the country. An opportunity has arisen for an outstanding business developer and retail lender to join the Bank's 3rd Party sales division to distribute home and investment loans via mortgage brokers.

- ASX-listed and APRA regulated– Australia's 10th listed Bank
- Highly motivated individual required with business development and lending expertise
- Position based in Sydney servicing mortgage brokers in New South Wales.
- Experience and expertise in the Mortgage Broking Industry is mandatory

Our Broker Relationship Managers connect with mortgage brokers to:

- encourage them to lodge home loans with the Bank
- ensure that their brokers lodge the loans with all the required supporting documentation
- manage their broker's loan applications to settlement stage and resolve application issues that arise during the process

The Broker Relationship Managers are supported by a centrally based processing team and credit managers. The Broker Relationship Managers must own the service experienced by their brokers. Accordingly, they are required to work and communicate closely with their internal stakeholders to resolve application and credit issues.

The high-touch service provided by the Broker Relationship Manager is the primary point of differentiation offered to brokers by the Bank. That means the Broker Relationship Manager is highly accessible and will guide the broker on structuring their loans so that they meet the Bank's credit policies and application procedures. This is a role requiring an intensive hands-on approach hence it will best suit a candidate that is comfortable being an expert in the detail of retail lending and its associated processes.

This is an exciting sales role for a lender to represent Auswide Bank in New South Wales and to grow the Bank's mortgage broker market share in the State. The candidate must have appropriate space/facilities to run a home based office. Only applicants with current experience working within the mortgage broking industry should apply.

Small things. Big difference.



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This role includes a fully maintained motor vehicle. Plus performance based bonuses. If you require any further information regarding this position or would like to apply please do not hesitate to contact hr@auswidebank.com.au

Auswide Bank is Australia's 10th largest ASX listed Bank, with its' Head Office based in Bundaberg, Queensland and prides itself on delivering exceptional financial products and services face-to-face, online and through relationships with specialised providers. By joining Auswide Bank, you are joining a company that offers a fast-paced, focused and innovative work environment and a rewarding career with an attractive staff benefits package.

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