

The logo for Jon Michel executive search, featuring the name 'JON MICHEL' in a serif font with 'JON' above 'MICHEL'.

executive search

Level 24
400 George Street
Sydney NSW 2000
Tel 61 2 9235 9400
Fax 61 2 9235 9444
Web www.jmes.com.au
Jon Michel Pty Ltd ACN 068 968 101

Business Development Manager, Asset Finance

Our client is an equipment leasing specialist, providing government, corporate and small to medium enterprise (SME) customers, health and education with innovative products and services.

Due to increased growth of their business, they are now looking to hire an experienced Business Development Manager to join their Sydney based team.

Responsibilities include growing the Australian and New Zealand asset finance market driven through the direct acquisition of new clients via alternative asset financing and continued growth of existing accounts.

The ideal candidate will have a minimum of 3 years experience in direct selling of financial lease or debt solutions to the corporate mid-market. You will have strong commercial and financial acumen, as well as excellent communication and problem solving skills. Proven ability to acquire new business clients and increase profitability of existing relationships, as well as meet and exceed financial targets are a must. As this firm offers excellent career opportunities, a strong ambition to succeed coupled with an appetite to continuously learn and develop is essential.