



executive search

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Jon Michel Pty Ltd ACN 068 366 181

Business Development - Transactional Banking

- Associate Director level
- Origination
- Sydney based

Our client is one of the leading financial institutions in Australia offering a broad range of institutional products to its top tier clients.

Due to the bank's dedication in continually growing its transactional banking business, an excellent opportunity has now arisen for a proven Business Development Executive to join their NSW business.

Responsibilities:

- Responsible for originating new to bank transaction banking solutions in NSW, including identification of institutional clients not currently utilising any transactional banking solutions and new to bank clients;
- Develop and implement industry specific long term sales plans and strategies;
- Build relationships externally with targeted companies decision makers (Treasurers and C-level) and key industry participants;
- Work closely with internal account executives/managers, product specialists and relationship executive/managers in order to deliver excellent solutions to clients; and successfully hand over to account management;
- Originate new business generating a minimum of A\$2-3m revenue per annum.

To be considered for this opportunity, you should possess the following:

- Tertiary qualifications in accounting and finance (or equivalent)
- Minimum of 8 years relevant business development experience with a strong focus on new business acquisition and developing client solutions;
- Ideally minimum of 4 years experience in transaction banking or institutional banking with strong exposure to transaction banking products;
- Experienced at being in a product specialist role in a pitch and managing issues around product development, pricing, and client driven solutions in negotiations;
- Proven track record of new business acquisition and meeting sales targets;
- Proven ability to build strong relationships internally and externally;
- Excellent interpersonal, oral and written communication, presentation and negotiation skills;
- Highly motivated, self-starter and strong team player;
- Commitment to delivering superior customer service to existing and potential clients.