

Director - Corporate Agribusiness Brisbane

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Company: TR3 Recruitment

Location: Australia

Category: other-general

Lead the team and drive business growth by acquiring and fostering new commercial and agribusiness customers in this unique opportunity for an experienced Relationship Executive, or an ambitious and emerging leader seeking progression. Based from Brisbane, provide quality banking services to your customer base on behalf of a bank with a strong National presence, a focus on positive culture, flexible working conditions and a highly competitive product range.

- Showcase your business development skills by developing your own, diverse portfolio and lead growth strategy in the region
- Find reward in developing and maintaining strong local relationships with a focus on superior service and community spirit
- A fantastic opportunity for an existing or aspiring leader

YOU | You will be an expert in your field, developing and maintaining new and credible, long-term relationships with the community, industry and senior stakeholders. As a senior leader, it is essential that you are able to display high levels of professionalism and credibility in all business dealings with a solid foundational understanding of the opportunities and challenges facing regional New South Wales. You will be a driven and solutions-oriented individual who is confident about seeking new-to bank opportunities in a diverse environment.

Ideally you will also possess:

- Experience in a similar Banking Account Management or Senior Relationship Management role
- Experience in commercial lending and complex financial structuring

- Ability to build rapport with proven experience in Business Development and meeting growth targets
- Understanding of the business needs and attitudes of Regional Banking customers
- Ability to network effectively and maintain good professional working relationships with a range of different stakeholders
- A degree in business, finance or related discipline highly regarded

THE ROLE | This comes as a unique opportunity to establish and position yourself for future progression. You manage a portfolio of premium commercial and agribusiness clients by implementing and integrating exemplary business development strategies and regular networking with senior referral partners. As a senior leader, you will act as a coach and mentor to the rest of the team.

THE CLIENT | Our client has a deep interest in the broader regional economical environment with a foundation built on trust. They offer a fantastic remuneration package matched to your skill set, with a strong potential for growth within the business. They have a growing National presence, flexible working conditions and a highly competitive product range.

TR3 RECRUITMENT | We are a boutique firm specialising in the provision of tailored recruitment and consulting services. Our primary objective is to provide the best possible service to our candidates and our clients, whilst upholding our driving principles of sustainability, mutuality and trust.

Interested? Click 'Apply' now, or for a more detailed conversation contact one of our team.

This one not for you? Find other opportunities or info about our referral rewards at tr3recruitment.com.au or on our social channels.

TR3 Recruitment is committed to fostering a culture that embraces and values diversity and inclusion. Applicants of all ages, people with a disability and/or and Aboriginal and Torres Strait Islander people who meet the requirements of this position are strongly encouraged to apply. If you have any support or access requirements, we encourage you to advise us at time of application.

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