

Regional Manager - Melbourne, Victoria

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Company: Efinancialcareers Ltd.

Location: Melbourne

Category: other-general

About the Role

ME Bank within the BOQ Group are seeking a dynamic and experienced Regional Manager to spearhead our strategic growth initiatives while fostering a cohesive team culture. In this role, you will be instrumental in leading a team of Mobile Bankers whilst developing and executing comprehensive growth plans, with a specific focus on cultivating external relationships to expand our distribution channels including interstate travel across WA/SA/ACT

Responsibilities Develop and implement strategic growth plans to expand market presence
Lead and mentor a high-performing team to achieve collective goals and objectives. Identify, establish, and nurture third-party relationships to build robust distribution channels. Analyze market trends, competitor activities, and customer needs to inform strategic decision-making. Collaborate cross-functionally with internal teams to optimize processes and enhance operational efficiency. Monitor and evaluate key performance indicators to measure progress and adjust strategies accordingly. Ensure all mandatory compliance requirements are met. Cultivate a positive and inclusive team culture that fosters collaboration, innovation, and continuous improvement. About you Proven track record of success in strategic planning, business development, and team leadership. Strong interpersonal and communication skills with the ability to build and maintain relationships at all levels. Demonstrated ability to think strategically, prioritize tasks, and make sound decisions under pressure. Experience in identifying and leveraging third-party relationships to drive business growth. Proficiency in data analysis, financial forecasting, and budget management. Ability to travel across WA/SA/ACT

If you are a results-oriented leader with a passion for driving strategic growth and fostering a collaborative team environment, we invite you to join our dynamic team as our Regional Manager. Please submit your resume and cover letter outlining your relevant experience and qualifications.

About Us

BOQ Group is a truly unique group of challenger brands with a purpose - to provide a genuine alternative to Australian financial services for customers and employees.

Our family of brands (Bank of Queensland (BOQ), ME Bank, Virgin Money Australia, BOQ Specialist), each come with their own defined customer audience and brand personality, but share one goal - to build social capital through banking. That's creating trust with customers, exploring staff potential and believing that tiny gestures and big ideas can change the world for communities.

BOQ Group's inclusive vision is to foster a workspace that values and leverages difference and creates new possibilities, a place where our people feel confident to bring their best selves to work every day. We embrace difference and believe that our workforce should reflect the customers and communities that we serve.

Since 2021, BOQ Group is recognised as an Employer of Choice for Gender Equality by the Workplace Gender Equality Agency (WGEA).

In 2023, we successfully implemented an innovative Reconciliation Plan, driving positive change and promoting inclusivity across BOQ Group.

Our Perks

- Flexible working arrangements
- Discounted financial products
- Salary sacrificing options
- Paid parental leave with no minimum
- Purchase annual leave
- Discounted private health insurance plan
- Employee Assistance Program (EAP)
- Access to employee network groups focused on First Nations Reconciliation, LGBTQIA+, Multicultural, Gender, Early Careers and accessibility
- BOQ Group is a member of Pride in Diversity and a participating organisation in the Australian Workplace Equality Index

How to Apply

To apply for this role please follow the links or apply via our Careers Page .

BOQ Group is committed to diversity and an inclusive workforce. Aboriginal and Torres Strait Islander People are encouraged to apply.

We celebrate, value and include people of all backgrounds, gender and expressions, sexualities, cultures, bodies and abilities. When you apply, you are welcome to tell us the pronouns you use and please let us know any reasonable adjustments you may need during the interview process.

If you are successful for a role with BOQ Group, it is a condition of employment that background screening is completed to ensure that the Bank complies with its obligations under the Anti-Money Laundering and Counter Terrorism Financing Act. These checks may include, but are not limited to: identity, verification, reference checks, criminal background checks, immigration checks, verification of academic qualifications, bankruptcy checks.

Please no agency applications. LI Mapping ID:#boqgroup Boost your career Find thousands of job opportunities by signing up to eFinancialCareers today.

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