

## **Bank Manager**

**Come on Portland – who do you know that is a proven leader within your community and could take on this exciting new role? Banking experience not essential but proven business experience is essential!**

**Salary OTE - \$120,000k - \$130,000k**

The Bank Manager role has the prime responsibility to position Westpac as the number one financial services business across mass retail, affluent consumer, and small to medium enterprise (SME), customers in their local area. This role is responsible for running & growing their business by:

- Managing the P&L for their branch
- Leading & coaching a high performing team of leaders and specialists to realise our ambition of delighting our customers and earning all of their business.
- Developing & delivering on a business plan & marketing plan for their local area
- Building up a positive high profile in the local community, actively promoting Westpac and developing strong relationships with key members of the local community to develop a strong referral base

A key focus for the Bank Manager over the first 12-18 months in this role will be to support the implementation of the Local Market Model (LMM) within the region. This includes re-skilling all employees to bring the “One Westpac” approach to life at the local level & engaging the entire team bottom up to ensure ownership of the local offer at all levels within the branch.

To ensure the customer is at the centre of everything we do, the Bank Manager takes ownership of process efficiency & improvements, along with compliance and risk management in their branch.

### **Some key skills and experience required, include:**

- 4+ years experience as a sales & business leader
- May have a track record in leading a team of specialised sales professionals with successful results
- Experience in consumer & business lending (not essential)
- Commercial acumen & some experience in running a retail business
- Track record in people leadership
- Highly developed influencing skills
- Strategic Planning
- Personal business development drive
- Personal community focus & drive to build relationships in the community
- Passion to delight customers
- Risk & Compliance discipline & focus
- Demonstrated passion for delivering a customer experience that delights customers, increases referrals and earns all your customers’ business.
- Experience in bringing teams together to achieve a common goal
- Presentation & networking skills.
- Excellent interpersonal skills

**FOR ALL ENQUIRIES INCLUDING A DETAILED POSITION DESCRIPTION, PLEASE CONTACT SUSIE SPRATLING AT RECRUITMENT VISION ON 0143 325 394 FOR A CONFIDENTIAL DISCUSSION.**

**HEY – IF YOU ARE NOT INTERESTED BUT REFER THROUGH SOMEONE WHO IS AND THEY SUCCESSFULLY GET THE JOB WE WILL GIVE YOU \$250.00 CASH FOR YOUR REFERRAL!**