

Internal Business Development Manager

Make Your Mark

Do you thrive on developing new business whilst building rapport with B2B customers? Due to an internal promotion, we're expanding the team and seeking a Business Development Manager to enhance business relationships and deals through our existing broker network. You will be a go-getter with solution-selling, outbound calling experience enthusiastic about offering Shift's range of business finance products and services.

How you will make a difference

- Develop new business opportunities with our existing broker network and smash sales targets through phone-based account management.
- Deliver third-party growth across a diverse product range.
- Educate brokers on key product features through a range of media.
- Manage inbound and outbound calls to brokers – you are not afraid to pick up the phone and have a conversation.
- Reflective of your experience in this field, you will have the opportunity to mentor and develop staff
- We are a tight-knit team and you will work closely with peers to get deals executed proficiently

Skills that set you apart

- 2+ years' experience working a sales/inside sales/internal BDM role, solution-selling to customers
- Ability to drive sales and easily build rapport
- Be a high achiever, self-driven and accountable
- Be strategic in your approach with customers
- Have a proactive attitude, your world is all about the customer and enhancing their experience.

About Shift

At Shift, we're passionate about disruption, transformation and positive change. Our goal is to *shift* perceptions and expectations of what is possible. We're here to help make business unstoppable. Enablers by nature, we love to solve problems and innovate. As part of the team, you'll approach new challenges with a clean sheet of paper, reimagine possibilities and deliver results that are 10x better than before.

As one of Australia's fastest-growing technology companies, Shift is changing the way businesses access finance. Enabled by streaming data, we provide credit and payments platforms that help businesses trade, pay and access funds, when they need it.

Winner of the IDC 2020 Digital Disruptor and Omni Experience Innovator awards for Australia and New Zealand, Shift has also been named to the Deloitte Fast50 list four years in a row, the Smart50 awards, the AFR Fast 100 List and voted by LinkedIn as one of the Top 25 Australian Start-ups to work.



Culture Shift

At Shift, we're proud of our rich diversity and culture of inclusion. We have an amazing culture geared towards helping you make the most of your career. We love our fast-paced, energetic environment where no two days are alike. Our values firmly guide the exciting work we do, solving problems and always looking to deliver better outcomes. At Shift you won't find politics or egos: just one team, with shared successes and shared learnings.

The perks

We offer competitive remuneration including car allowance and a company bonus. We boast an industry-leading 26-weeks Paid Parental Leave program, in addition to 2 weeks paid leave for Partners. Our staff say it's a great place to work where your ideas and insights are valued. We hold regular social events to get the team together and because your birthday is a special day, you get to have that day off!

If you like the sound of this, we would love to hear from you. Please send your resume to jointheteam@shift.com.au

