



Agribusiness Executive - Griffith

Hays • Regional NSW



Base pay

\$120,000 - \$160,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

03 Mar 2022



Expiring date

03 Mar 2023



Category

Banking, Superannuation & Finance



Occupation

Business Banking



Base pay

\$120,000 - \$160,000



Contract type

Permanent



Work type

Full time



Job mode

Standard/Business Hours

Full job description

- You are a relationship builder, passionate about nurturing a client base and building new business
- We are proud to support regional communities to build successful futures
- Work as part of a collaborative and successful team who value flexible working

See yourself in our team Our Regional and Agribusiness banking team- are passionately committed to supporting businesses across Australia and helping to build and enhance the financial well-being of our regional communities.

With over 70 centres across the country, our team provides a comprehensive range of services to our diverse range of business customers throughout Regional Australia.

We pride ourselves on putting our customers at the heart of everything we do and supporting the success of regional communities. Do Work That Matters We are in the business of building relationships!

As an Agribusiness Executive, you will bring your unique understanding and passion for the agribusiness industry to help provide meaningful solutions to our pre and post farm gate agri clients, supporting them with their business needs and helping them to understand new opportunities. To help you achieve success, you will have the support of our highly skilled analyst teams and a comprehensive range of innovative products and solutions, as well as market leading technologies at your fingertips.

We are looking for someone who thrives in an exciting environment and shares our passion for innovation and continuously improving what we do and how do it. More specifically, you will:

- Build strong relationships with clients and retain their business through excellent client service; identify and pursue new to bank opportunities;
- Consult closely with clients to gain an in depth understanding of their individual needs and engage product specialists to deliver a broad range of financial solutions;
- Using your market intelligence and your specialist knowledge of Agribusiness, drive strategy and deal execution with a focus on origination, structuring and negotiation of financial solutions
- Own and drive the proactive risk management responsibilities of the portfolio, working collaboratively with the Analyst teams to support high quality credit submissions

We want to hear from you if you have:

- a proven track record in engaging with and leading a successful portfolio of agribusiness or commercial banking clients;
- Strong commercial acumen and the goal to further develop your financial skills
- A real passion for relationship management and a desire to embed yourself within the regional community, with a particular focus on Agribusiness clients
- A tertiary qualification in Business/Finance and/or Agribusiness would be highly regarded

The health and safety of our people, customers and communities is our number one priority. This means that we require all of our employees to be fully vaccinated against COVID-19. Please speak with us if you have any questions about this based on your individual circumstances.

Send an up-to-date Word CV to Roxann.Bentley@Hays.com.au or call us now to discuss.

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