

# Business Development Telesales Financial Services

Randstad • All Sydney NSW



Base pay  
\$70,000 - \$80,000



Work type  
Full Time



Contract type  
Permanent

## Perks

CLOSE TO TRAIN STATION

TRAINING

## Skills

MICROSOFT WORD

## Full job description

### Business Development - Telesales Financial Services

- Located in Sydney CBD - close to train station and public transport
- Opportunity for uncapped earnings where high performers are well-rewarded!
- Begin a career in multinational company who truly lives up to "greatest place to work"

### About the company:

Our client is a multinational financial services corporation who has become a well known household name. They value their commitment to their customers and place great importance on their staff, their development and their potential for growth. They foster a culture of high performers and take pride in their accountability.

### About the role:

This is a full-time permanent opportunity, starting off WFH but will be predominantly Sydney CBD office based. You will be a hunter, driving your excellent sales and influencing skills to prospect new Corporate Card clients, have conversations to SME around their structured finance solutions and increase their spend across the business.

## Job details



Date posted  
**09 Jun 2021**



Expired On  
**12 Jul 2021**



Category  
**Sales**



Occupation  
**New Business Development**



Base pay  
**\$70,000 - \$80,000**



Contract type  
**Permanent**



Work type  
**Full Time**



Job mode  
**Standard/Business hours**



Work Authorisation  
**AUSTRALIAN CITIZEN / PERMANENT RESIDENT**

You will be required to pipeline, generate leads, follow ups, build strong connections and achieve growth targets.

**Your skills & experience:**

- Demonstrated telesales within a KPI driven & target environment (phone-based preferred)
- Consultative B2C & B2B sales experience
- Excellent written and verbal communication skills
- Analytical and problem-solving skills whilst working under pressure
- Ability to work well and collaborate with a team to achieve targets

**Benefits & rewards:**

- Extremely competitive salary package + enticing bonus structure
- Rigorous training program to set you up for success
- Discounts across all products & health insurance
- Dynamic, vibrant & passionate team who celebrate the small and large wins together
- Reward & recognition programs
- Flexible work arrangements
- Inclusive & Diverse workplace

If this sounds like you, please Apply Now with your resume in Word doc or alternatively, call Lavender Pham 02 8215 1067

(lavender.pham@randstad.com.au) **Must be Australian citizen or Australian P.R. to apply**

At Randstad, we are passionate about providing equal employment opportunities and embracing diversity to the benefit of all. We actively encourage applications from any background.