

The logo for REIF (Real Estate Investment Finance) is displayed in large, bold, white capital letters. A vertical line is positioned to the right of the letters 'E' and 'I'.

REAL ESTATE
INVESTMENT
FINANCE

SALES MANAGER

Highly motivated Sales Manager with an internal drive for helping people!

We provide the following support

- A support of team members
- The option for career growth
- A positive and fun work environment
- No 2 days the same
- Leadership that believes in you and support you
- A team that welcomes you to the REIF Family

About Us

www.reif.com.au

Real Estate Investment Finance is an exclusive finance and property group helping others achieve the dream of owning and building wealth through property.

We consist of a specialised team nationally who assist clients from First Homeowners to Savvy Investors.

We specialise in refinances, purchases, construction, SMSF, and everything in between within the residential market and we support all clients in the property purchase and investment space from start to finish and beyond!

We have a multi-national client base, access to off the plan and new construction nationally through our strong base of builders, and work with a panel of over 35 lenders.

The REIF team has been extremely successful in achievements and this year alone has been finalists and award winners across multiple platforms.

- AMA Australian Brokerage of the year – Diversification
- AMA Young gun of the Year

- Australian Small Business Champion – Business of the decade
- Australian Small Business Champion – Entrepreneur of the year
- Australian Small Business Champion – Growth award
- Better Business Awards – Best Independent Office
- Better Business Awards – Newcomer of the year x 2
- National Mortgage Brokers – Top 11 Brokerages Nationally
- Better Business Awards - Wellness Advocate of the Year
- Better Business Awards - Best Branded Office
- Better Business Awards - Best Customer Service
- Better Business Awards - Best Finance Broker
- Better Business Awards - Mentor of the Year
- Women in Finance - Executive Assistant of the Year
- The CEO Magazine – Executive Assistant of the Year
- AFR - Best Places to Work

We are looking for a Sales Manager who can be a source of support, development and growth for our Finance and Property division. Our Sales Manager will possess the ability to grow business relationships both internally and externally and will be able to cohesively work with our Business Operations Executive to drive the team.

Our Sales Manager will also be an engaging and positive person who can continue to deliver on our company code of conduct and values. The Sales Manager will be a natural leader who can enrich the company's people.

About the role

Leadership of the sales team

- Recruitment and on boarding of finance and property specialists to positively grow the team nationally
- Training and coaching of in home property specialists to increase conversions
- Assist our finance and property specialists to grow their business and optimise efficiencies.
- Oversee, create, and implement training programs and CPD for the team (across finance and property)
- Creating change and positive impact within the business to assist in meeting its mission
- Drive operational strategy for the team to ensure achievement of annual company KPI measures
- Oversee the activities and performance of the sales team whilst track, collating and interpreting sales figures to the ops team weekly
- Support with client management and ensure they continue to receive the highest level of service
- Investigate and identify key issues and gaps in business performance to provide feedback, coaching and support to the team with improvements
- Positively promoting compliance and risk management with best practices
- Establish, maintain, and nurture positive relationships with external business stakeholders, Affiliates and Referral Partners through methods of business development and enhancement
- Work with marketing to engage bank BDM's for monthly sales meetings
- Ad hoc duties as required within the scope of your role and abilities

Professional attributes, skills and experience required:

Previous experience working in a Sales Managers role within the Finance or Property Industry (Minimum 5 years)

- You must have outstanding people leadership skills
- Knowledge of and Experience of In-Home Property presentations and strategic planning for clients
- Knowledge and ability to train in SMSF process
- A Cert IV or Diploma in Finance and Mortgage Broking/ Experience as a Broker previously
- Construction industry and property market knowledge is a must
- Ability to manage a diverse team of Finance and Property Specialists
- Must have ability to build external business relationships and nurture them
- Excellent verbal and written communication skills
- Impeccable approach to client service
- Exception presentation skills, determination, and drive
- A demonstrated ability to meet targets and KPI's
- An open mind with a flexible attitude – we are always improving, and we value your input
- Ability to train and develop your team
- Ability to work with the executive team to improve, create and grow the business

If you are an outgoing, and hardworking individual who is looking for a dynamic and engaging work environment where you can make a real difference, then we would love to meet you!

Located in our head office at Darra, this is a Full-Time Position.

For a confidential interview to discuss this opportunity further, please email your CV and cover letter to:

- Email recruitment@reif.com.au

Please note that as we are in the Finance Industry, you will be required to have or undergo a National Police Check.