

BUSINESS DEVELOPMENT MANAGER

The Company:

EFCO is a financial services company, having successfully introduced unique financing products in New Zealand, based on ethical and Islamic frameworks. Its products include vehicle loans, asset financing, personal loans, business, and agriculture loans. It has proven its capability to capture niche markets and at the same time, emerged as a mainstream financier for ethical financing options.

Being the only company of such nature in New Zealand, EFCO is focusing on capacity building for its next growth phase. The product differentiation, smart structure, innovative approach, robust systems and customer service obsession are well placing EFCO to continually evolve and expand.

The Culture:

The team at EFCO is visionary, inspiring and innovative. The company hires the best and brightest people who share its passion and values. It offers an excellent career pathway, real empowerment, collaborative culture and flexibility.

The Opportunity:

EFCO is looking for an exceptional **Business Development Manager** to join its highly engaged team and work directly with the Managing Director to drive business opportunities.

The Role:

- Develop and implement direct business growth strategies and plans to achieve key business goals.
- Promote company's niche products for under-served and under-banked segments including packages for Muslims, migrants, start-ups, SMEs etc.
- Present to and consult with management on business trends with a view to developing new services, products, and markets.
- Structure effective and efficient distribution solutions
- Identify partnership opportunities including collaboration with insurance brokers, accountants, lawyers, and professional companies for specialist products.
- Collaborate with client base, including community leaders and other stakeholders for up-to-date status of services, pricing, and new product launch.
- Obtain customer feedback on existing products, services and level of service quality and provide feedback to relevant internal stakeholders for improvement.
- Ensure that all contacts and sales opportunities are correctly recorded, updated, analysed, and reported on a regular basis.
- Handle social media aspects, deliver presentations, briefings and organise business development events including community engagement programs.

- Add value by providing insight and feedback regarding market, financial products and competitors through professional publications, attending industry conferences, meetings, and industry events.
- Design, analyses and report on advertising and marketing campaigns.
- Actively raise and leverage the company's branding and business profile.

Skills and experience:

Education: Post graduation/MBA or equivalent qualification

Experience: 3 – 5 years of commercial experience of outstanding performance

Skills: A champion having:

- Excellent business development, interpersonal and relationship management skills
- Proven achievements in liaising with stakeholders to achieve business development outcomes
- Customer focused mind-set together with a high degree of integrity and work ethics
- The ability to work collaboratively within the team environment

The benefits:

This is an excellent opportunity for a person that is keen to make a real impact on a growing business. An attractive package is available for the right candidate.

What next?

If you have the drive, passion and right attitude, then please apply online by clicking 'Apply now' link.

EFCO, *financing your dreams*