



Lending Advisor

Partners Wealth Group, Melbourne

At Partners Wealth Group (PWG) we are proud of our dynamic culture. We have and will continue to invest a lot in our people, systems and facilities and have seen exciting growth in all areas to make us one of Australia's leading providers of business and financial advisory services for high-net-worth individuals, business owners and organisations.

About the Role

Partners Wealth Group (PWG) has a unique opportunity for a Lending Advisor to join our team.

Why is it unique? Lending advisors at PWG have a low focus on new client acquisition, because we've established strong partnerships which provide a constant stream of new clients.

Instead, we have a high focus on care. It's important that we provide the most relevant solution in the fastest possible time, so if you're someone who loves relationship management and is detail orientated while working at pace, you'll be a great fit.

As a Lending Advisor, you will provide high quality residential lending and debt structuring advice to existing and prospective PWG clients. This role will be responsible for managing ongoing client relationships by identifying individual client needs and servicing those needs in a manner which ensures value to the client as demonstrated by high client retention, client advocacy, and referrals from your happy clients.

Our ideal candidate

- Diploma of Finance & Mortgage Broking
- MFAA Accredited
- Bachelor's degree preferable
- Has a minimum 2- 5 years' experience in mortgage broking or lending industry
- Possesses strong knowledge of the lending industry and strong understanding of financial concepts (credit experience)
- Has business development skills/strong networks
- Genuine interest in advancing your career within the Lending industry

- Highly results driven including willingness to lead by example
- Has experience with Salesforce or CRM System
- Great energy and highly motivated to achieve growth and meet deadlines

Our Culture

Partners Wealth Group have been recognised in the Top 10 AFR BOSS Best Places to Work Awards in 2022.

- Fast paced and client focused
- Accelerated Training & Development
- Genuine and friendly team environment
- Great office space; and
- Good social network

Apply now and find out why we are a great place to work!

To apply for this exciting opportunity please email your cover letter and CV to:

James Thompson - Partners Lending General Manager, JThompson@pwg.com.au

Please note, only shortlisted applicants will be contacted.