

Video transcript – Bankwest Careers - Business Bank Graduates

[Are you passionate about Business? Apply for the Bankwest Business Banking Graduate Program to see where a career can take you.]

[On screen] Are you passionate about business?

[On screen] Are you ready to help our customers achieve what matters?

[On screen] Cameron Hall: Relationship Manager, Bankwest Business

At Bankwest business banking, we offer innovative products and services to both our corporate and business clients.

[On screen] Patrick Mahon: Relationship Manager, Bankwest Business

We make a difference for our customers by getting to know them, we really try to understand them so we can deliver solutions that help them reach their goals.

[On screen] Lileana Tigan: Senior Credit Analyst, Property Finance

So I'm a senior credit analyst in the property finance unit and we have a portfolio of clients that specialise in land development transactions.

So every day we would look after their transactional and lending needs.

The senior director and I of the portfolio have been working with one of our clients, acquiring and developing a land parcel.

Some of the valuable skills that I've learnt while working with this deal is working with various stakeholders and also learning how to put together a complicated deal in such a short time frame.

Patrick: My role in the corporate portfolio is to assist my clients in a relationship manner, helping them with all types of banking services.

An interesting piece of work that we've been involved in was last year, where we helped a customer reach their goal of getting on to the ASX.

The type of work I did on the project was writing up the credit paper, working through a lot of due diligence both legal and accounting, making sure that the credit metrics were right.

Some of our team got to go along to the ringing of the bell when they got launched onto the ASX and that was a really good moment.

Cameron: As Business Banking Relationship Manager, I manage and I look after a portfolio of clients.

One of my greatest achievements here in business banking was financing an acrobatic aircraft.

The satisfaction I got the most was seeing the client in his plane in the end.

Here in business banking, they offer so many opportunities to move into different departments.

Lilieana: We've got very supportive leaders that encourage us to go on secondment, external and internal to the bank, they really drive our training and development.

Cameron: The team at business banking, they're very passionate and they're very supportive, and they offer a lot of assistance when you need and it's a very collaborative experience.

Patrick: The thing I love about working at Bankwest are the people, the great recognition, and we have a lot of fun.

Cameron: If you are analytically minded and love a fast-pace environment, then Bankwest Business Banking is for you.

[On screen] Bankwest Business Banking Graduate Program

[On screen] Helping our customers achieve what matters.