infocus

Practice Development Manager – NSW Based

Infocus is a national wealth management organisation with a proud 25-year history. We pride ourselves on our culture, our commitment to quality advice, and the opportunity we have to make a genuine difference in the lives of our clients. Our National Head Office is uniquely positioned on Queensland's Sunshine Coast, with our team of 90 talented individuals right across Australia in our various state offices.

We are looking for an experienced new Practice Development Manager to join our team. If this is you, you might be just the person we're seeking. The position will report to the Head of Advisory Services.

The Practice Development Manager will be responsible for partnering with our self-employed offices to ensure their operational efficiencies and commercial growth. This role contributes to the overall success of the Infocus Group by supporting and delivering the strategic and tactical plans to meet the group's objectives in profitable expansion of its Financial Advice footprint nationally.

The specific responsibilities of the role include:

- Establishing and implementing practice development plans to drive and deliver the commercial performance of our self-employed offices
- Facilitating the development and implementation of annual Business Plans
- Assisting with the onboarding of new practices to the network and subsequent adoption of the Infocus end to end advice process with supporting tools including our proprietary software Platformplus
- Identify external, high quality financial advice practices that culturally align with the Infocus national network
- Establishing and maintaining mutually beneficial relationships with our Alliance Partners within the region
- Being an advocate for the Infocus group
- Identifying and managing risks in accordance with the Infocus Group Risk Management Framework

To be successful in this role, you will require:

- Previous experience managing a group of Financial Advisers or Financial Advice offices
- Demonstrated ability to successfully support and manage a team of Financial Advisers or offices, to ensure delivery of identified targets
- Expertise in the financial advice / wealth management industry
- Appropriate qualifications (tertiary or recognised current industry criteria)
- Ability to build and maintain effective commercial relationships
- Positive management of Adviser and Customer relationships

To be considered for this role send your CV and a cover letter outlining how your skills and experience align to the position to:

careers@infocus.com.au