

# Suncorp Graduate Program

Agribusiness

Wednesday 9<sup>th</sup> March

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SUNCORP BANK 

# Who are we?

- Suncorp is a unique financial services industry leader in Australia and New Zealand.
- Suncorp originally started as the Agricultural Bank providing rural banking services before expanding it's product offerings.
- Our Group includes insurance, banking, superannuation and investment product brands. In summary our three core business lines include insurance, banking and wealth management.
- We are the only financial institution who offer this range of service offerings.
- We are the largest general insurance group in Australia and the largest Regional Bank in Australia. We are the fifth largest of all Australian Banks.
- We support a range of charities and a high public profile in corporate sponsorship and community events.

# Our Values

- Life @ Suncorp is underpinned by shared Values.



All of this goes into making our life at Suncorp a more satisfying experience, a place we want to be part of, a place we can be proud of.

# Suncorp Purpose

We help people build and protect their dreams.

# Suncorp Bank Vision

To be the best bank for Middle Australia.

# Why Work at Suncorp?

- Apart from fantastic career development opportunities, a great team culture and a challenging and rewarding career – there are some obvious perks to working for Suncorp.

## My Benefits

- The My Benefits Program is designed to offer Suncorp employees discounts and rewards across a range of brands under parent company Suncorp-Metway Limited. Offers included:
  - Discounted personal insurance
  - Fee free banking
  - Discounted credit cards and lending products (i.e. Home and car loans)

## Other great partnerships and opportunities

- Discounted health insurance
- Discounted travel
- Discounted mobile phone and internet packages
- Discounted Apple products (i.e. iPods, computers, iPhones)
- .....plus many more!



# Introduction to Suncorp Bank

## Our Bank Strategy -Our competitive difference

- Our Vision - We will be recognised as the best bank for middle Australia
- Our Purpose - Genuinely connecting with our customers to deliver confidence
- Our Mission - Be the Main Financial Institution (MFI) for middle Australia... by servicing the full banking relationship and winning locally through targeted geographies.

## Our Bank Way - It's how we do things

- Putting yourself in the customer's shoes
- Focusing on 'our bank' customers
- Making things happen
- Working together and partnering
- Simplifying and improving

# Our Customer Charter

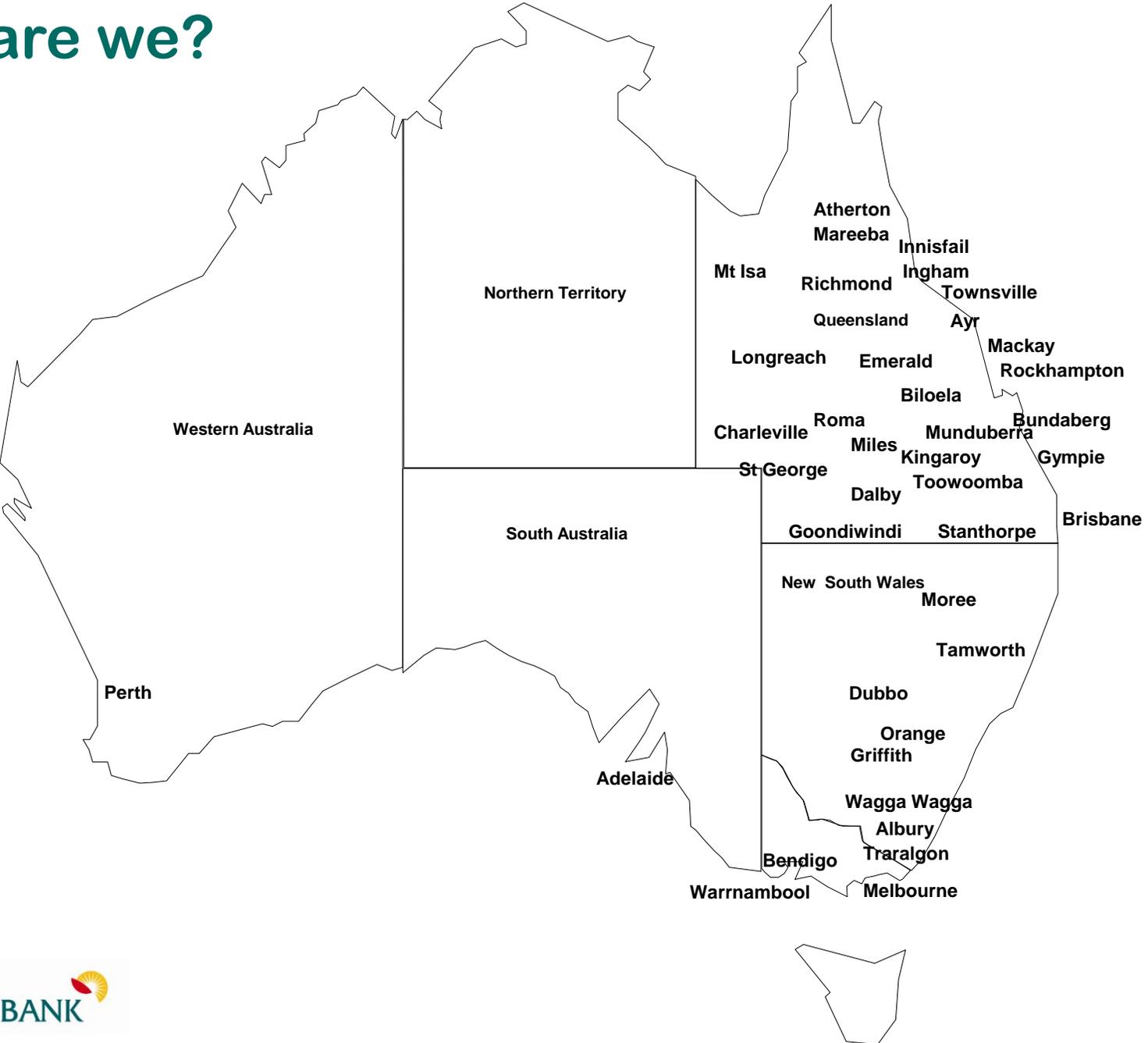
## Our commitment to our customers

- Being clear and genuine
- Making time to explain the options
- Taking ownership and making things happen
- Respecting customers' time
- Keeping in touch with changing needs
- This is our way of delivering bright banking.

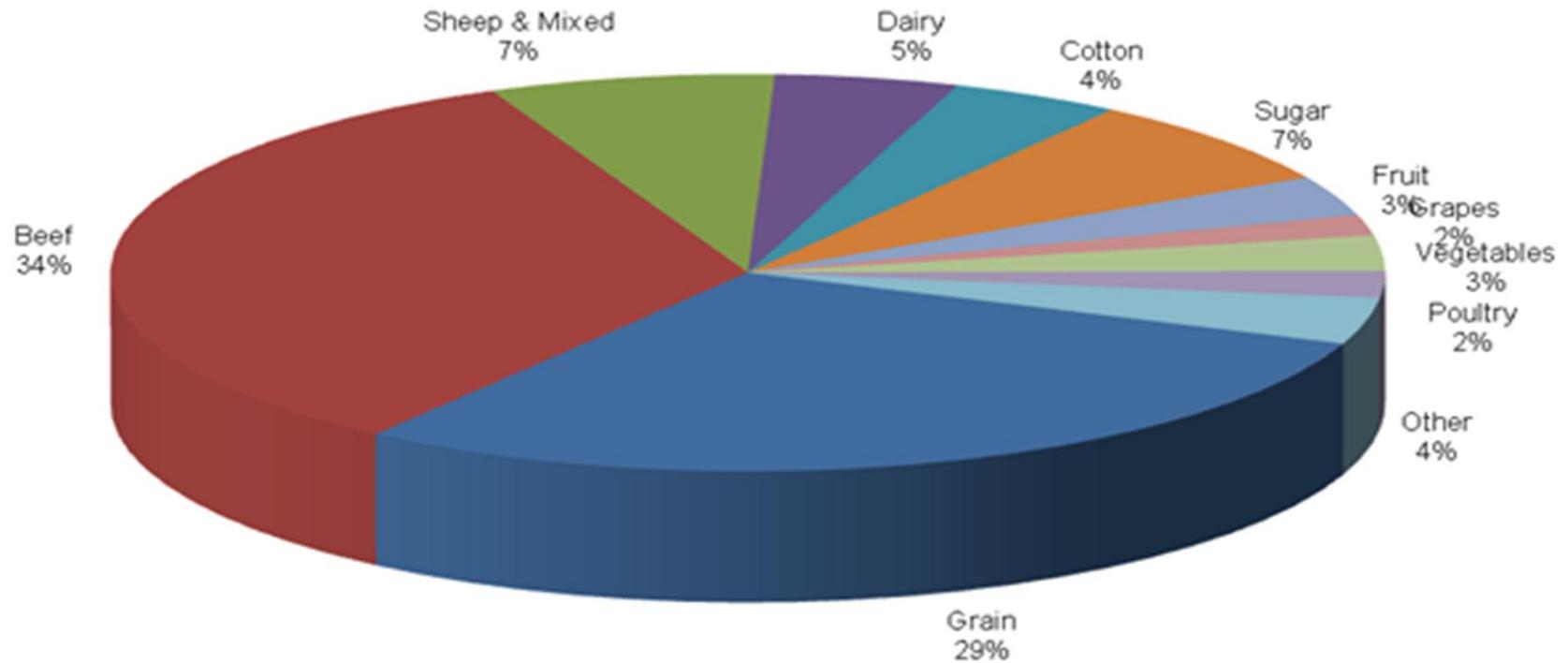
# About Agribusiness

- Suncorp's banking origins date back to 1902.
- Through our Agribusiness Managers Suncorp cultivates strong relationships with rural producers across industries such as Grain, Beef, Sheep, Poultry and Sugar.
- Suncorp has a great range of options for our Agribusiness customers including rural lending, transaction and investment accounts, equipment finance, wealth management and treasury services.
- We understand how important it is to create a sustainable future for Australia's agricultural industry and we ensure we are actively involved with industry bodies and events to assist with creating a brighter future for our rural communities.
- We have branches from Mareeba in North Qld down to Warrnambool in Victoria, across to Perth in Western Australia.

# Where are we?



# Our client portfolio mix



# How can an Agribusiness Manager help the customer?

- Become a trusted advisor to our clients
- Simplify their day-to-day banking
- Take their business to the next level and fund expansion
- Upgrade farming equipment
- Assist with funding required for import/export activities
- Protect against foreign exchange or interest rate movements
- Consolidate business financial affairs

*“They don't ask twice. They know the drought situation and don't ask questions. They understand the rural way of life”*



# Program Highlights

- 18 month rotational program based in a regional Agribusiness Centre (6 month rotation. Locations include Vic, South West, Central or North Qld or Regional NSW).
- Relocation assistance when rotating to new locations. (temporary accommodation and relocation of personal belongings)
- Exposure to industry areas including Grain, Beef and Sugar.
- Opportunity to develop an in-depth understanding of our Agribusiness customers, products and processes and work shadow an Agribusiness Manager.
- Formal career development plan and professional development initiatives to build your foundation skills and business acumen.
- Peer learning and support including:
  - Buddy Program
  - Mentor Program
  - Opportunity to interact with and learn from the Agribusiness Leadership Team

# Suncorp Bank Agri Graduate - Recruitment Process

- Application Period: 28<sup>th</sup> February – 3<sup>rd</sup> April 2011
- To apply visit [suncorp.com.au/suncorp/careers](http://suncorp.com.au/suncorp/careers)

## Selection Process

1. Candidates complete online application form and competence screening assessment
2. Telephone Interview
3. Online cognitive assessment
4. Assessment Centre
5. Manager Once Removed Interview
6. Offer
7. Probity (Background Checking)

# Questions

