

Natalie Sheehan - BIO

Natalie has over 25 years' experience in the Finance and Banking Industry, most recently as the Chief Operating Officer at Better Choice Home Loans one of the industry's newest and most innovative mortgage lenders.

Starting her career with the Commonwealth Bank in 1990, Natalie worked her way up the ranks from Personal Lending Manager, to Assistant Business Banking Manager, Commercial Lender, and Branch Manager in various locations throughout NSW before moving to Melbourne.

Taking on a role as an Executive (Finance) with one of Victoria's foremost land development and building companies, the Dennis Family Corporation, Natalie was responsible for uniting the land, building and finance businesses and setting up a mortgage broking arm to support house and land sales, specialising in construction finance.

Natalie furthered her studies post GFC, taking on a post-graduate degree in Insolvency Law which led to a Senior Management role with Nicholls & Co Chartered Accountants for Insolvency and Business reconstruction. At Nicholls & Co, Natalie was responsible for a team of Insolvency practitioners, administration and operational personnel, managing a significant number of personal bankruptcy appointments, court appointed liquidations and business turnaround cases over a 5 year period.

Natalie has held roles with Pepper Money (Regional Manager NSW/VIC & WA – White Label), Resicom Financial (Private Lender) and was previously a Senior Business Development Manager with the Homeloans Group where her achievements included being recognised as Business Development Manager of the Year for 2016/2017, was presented with the CEO's Award for excellence in 2016 and was recognised for building strong relationships with brokers as a finalist in the Better Business Awards – Best Non-Bank BDM in 2016.

Most recently she has completed her Diploma in Finance and Mortgage Broking Management and has spoken at a number of Finance Industry events, including the launch of Finsure's "Women in Finance" group in QLD, NSW & Victoria.

A regular guest speaker at Industry PD Days, either on a Panel of Industry professionals or running workshops or masterclasses on industry hot topics such as diversification or specialist lending, Natalie has worked with a number of the Industry's Top 10 brokers and Broking Businesses and is passionate about Third Party Banking and growing the broker channel by developing more professional, efficient and profitable broker businesses.

When she isn't working with brokers, BDM's and funders, Natalie is a keen cyclist having represented Australia in Triathlon at the UCI World Championships in Edmonton Canada in 2014, and the UCI World Championships Road Races in Trento, Italy in 2013 and Albi, France in 2017. Natalie has previously been an Ambassador for the National Breast Cancer Foundation at the Noosa Triathlon for 3 consecutive years and most recently took part in a 200km charity ride to raise awareness of suicide prevention programs offered by the Wesley Mission in QLD. As a mother of two teenagers, life is certainly full, but Natalie says she wouldn't have it any other way.

