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BDM Spotlight Stewart Harper

Business Development Manager | finPOWER Australia

Stewart Harper brings a rare combination of operational insight and product depth to his role as Business Development Manager at finPOWER Australia.

Since joining finPOWER in 2018, Stewart has worked across support, account management, and solutions development. This cross-functional experience has given him a strong understanding of how lending organisations operate, from frontline processing through to executive-level reporting and portfolio oversight.

Today, Stewart works with banks, non-bank lenders, asset and commercial finance providers, and government-backed lending organisations to ensure their lending systems align with long-term strategy

> "A lending system shouldn't limit your business strategy, **it should support it."**

Rather than positioning Connect as simply a technology implementation, Stewart focuses on how well-configured loan origination, loan management, and investment management software can strengthen the operational foundation of a lending organisation.

When configured effectively, lending systems can help organisations:

- Strengthen operational control
- Improve data visibility and reporting confidence
- Create clearer, more consistent lending workflows
- Reduce manual friction across the lending lifecycle
- Support future product and portfolio growth

Stewart understands that system decisions are structural. They influence risk management, customer experience, regulatory alignment, and operational scalability for years to come.

His experience across multiple roles within finPOWER

allows him to bridge technical capability capability with business reality. Whether working with executive sponsors, operations leaders, IT teams, or compliance stakeholders, Stewart focuses on aligning organisational strategy with system configuration, subject to each institution's internal policies and regulatory obligations.

Organisations often engage Stewart when they are looking to modernise legacy lending systems, consolidate fragmented technology environments, design specialised workflows for complex lending products, improve lifecycle reporting, or plan structured migration pathways.

"My role is to help organisations configure Connect in a way that strengthens control, improves visibility, and supports long-term growth. It's not about implementing software. It's about building the right operational foundation."

For organisations evaluating how to scale, modernise, or strengthen their lending operations, Stewart works closely with leadership teams to assess opportunities, identify improvement areas, and move confidently from evaluation through to delivery.

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