

Executive Director Jobs In Dubai 2023 | First Abu Dhabi Bank

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Company: First Abu Dhabi Bank

Location: dubai

Category: other-general

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Accountabilities

Attending to all queries raised from other Unit on mortgages

Ensure that customer profile is normal by checking blacklist, CBRB & NPA lists.

Execute any special tasks assigned by line managers from time to time.

Directing, developing, motivating, coaching and Building teams of mortgage manager / director who selling Home Loans and providing mortgage consultation advices.

Heading and leading the mortgage advisors to meet and exceed the monthly/yearly sales target.

Managing day-to-day advisors activities to meet the required service standards & provide management with regular & comprehensive reports / feedback and deliver superior services to existing and potential customers.

Conducting daily huddles, weekly & monthly meetings to discuss individual and team sales achievements and taking feedback from the sales team and provide them with all support to enable them achieving their set targets.

Building, Maintaining Effective Business Relationship with customers, also effective business relationship with all internal departments and branches.

Continuous suggestions on changes and ways of improving policy and product.

Motivate the Team by awarding the High Performers and guiding the others as to improve their performance.

Qualifications

Bachelor's degree Economics and Management – 1998

Three years of marketing – Faculty of management and International trade – FMCI 1999
– 2001

Diploma – Hotels and catering in the field of administration center – 2004

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