

Mortgage Advisor Jobs In Abu Dhabi | First Abu Dhabi Bank (FAB)

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Company: First Abu Dhabi Bank

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: business-and-financial-operations

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About the job

- To achieve or exceed agreed core product sales targets to build new customer base in FAB.
- To promote the sales of Core Product in assigned area or work.
- To build and maintain effective business relationship with customers.
- To assist in conducting promotional activities, meetings and road shows in the assigned area to achieve the budgeted sales volumes.
- To ensure the submitted customer applications and documentations are complete and error free.
- To follow up for Document discrepancies which have been approved as Deferrals.
- Minimize errors and act upon them for correction and re-submission if any.
- To provide sales MIS and Daily reports to Sales Manager on regular basis.
- To provide ongoing customer / market feedback to Sales Manager to improve business.

Requirements

- To capitalize on-cross selling opportunities.
- To perform additional duties, if assigned so by management
- To recommend customer applications which are considered good credit risk and as per FAB / Group policy.

Requires good Convincing and negotiating skills in view of complexity in the relevant product.
Be aware of competition and suggest changes for product improvements.
Maintain effective business relationship with all branches and internal departments.
To ensure that routine problems and complaints are handled professionally, and only minimal significant issues are escalated to Sales Manager

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