

Mortgage Advisor Jobs in Abu Dhabi | RAK BANK Careers

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Company: RAK BANK

Location: Abu Dhabi

Category: business-and-financial-operations

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Description:

Acquire Mortgage Loans through effective relationship management, ensure delivery of quality service to the customers; project a professional image, with an aim to meet budgeted volumes for mortgage loans on a team and individual level.

Generate business to achieve defined sales targets in mortgages

To explain the documentation, application and approval process of mortgage loans to the

customer

Liaise with the customers pre and post approval for completion of documentation and all related formalities

Job Responsibilities:

To ensure that applications are error free and turnaround times are maintained.

Assist RM's in Tie-ups with Real Estate Agents and provide information on property market and other competitors on a regular basis. Ensure to list two real estate companies per quarter.

Establish relationship with staff at the developer offices

Focus on New to bank customers

Job Requirements:

Experience in direct sales of Mortgage Loans

Negotiation skills

Strong selling and inter-personal skills required to market new customers and cross sell to existing bank customers

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