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Mortgage Advisor Jobs In Dubai UAE 2023 | RAK BANK

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Company: RAK BANK

Location: dubai

Category: other-general

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Description:

To 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.

Responsibilities:

Meet with your clients in person to explain what type of mortgage adviser you are and how you're paid and find out about your client's financial situation, including what their monthly expenditure is and what type of product they can afford.

Explain the different types of mortgage and offer products for your client to choose from

Be ethical and realistically assess which type of mortgage is most suitable for each client

Requirements:

Minimum 2 years of sales of Mortgage Loans in UAE is mandatory

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

Thorough knowledge of Mortgages from sales, front-end credits and process perspective.

Ability to recognize good quality loan applications (front end credit checks) and to forward

only relevant files for Credit Approval

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