

# United Arab Emirates Jobs Expertini®

## Mortgage Consultant

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Company: Huspy group

Location: dubai

Category: other-general

The Story so far: Who we are

Huspy is a proptech startup solving two of the biggest challenges in the home buying journey: home financing and home search. As we shape the future of home buying, we are helping customers secure mortgages and find the home they want quicker, at a more affordable rate, and on a single platform.

We are currently operational in Dubai and Madrid, and we believe the ecosystem we are creating raises the bar for the whole industry and fuels our mission of creating a category-defining experience.

Since our launch in August 2020, we have managed to secure funding from top investors in the world such as Sequoia Capital, Founders Fund, Fifth Wall, Breyer Capital, and we recently raised \$37 million in one of the largest Series A rounds in the history of MENA.

We're building something awesome from the ground up, and looking for people with grit, resilience, and good hearts who are excited by the opportunity to make a big impact on a process that's in need of serious disruption. Just imagine what you can create here – for the industry, for Huspy, and for yourself.

The Main Event: What you'll do

Deliver revenue to the company by submitting processing client mortgage files

Generating other incomes through any other cross sale opportunities

Keep agents/introducers in their portfolio engaged and be the first point of contact for any mortgage related queries

## Agent onboarding process

Regular visits. Constantly keeping in touch with agents and agencies to ensure leads referrals

Build relationship and trust with agents and agencies

Give feedback and updates about referrals to agents

Teach agents how to choose better referrals to send to Huspy

Attend open houses, Real Estate events and workshops hosted by agency partners

Keep CRM record of all interactions with agencies in their portfolio (meetings, important to know information about the agency or agent)

Assist the clients and overlook mortgage process end to end  
Get in touch with clients to understand if they are eligible for mortgage (qualification calls)

If the client is not eligible, be able to advise the clients on what would be the best way to proceed (what they are missing and steps they need to take in order to be eligible for mortgage)

Register everything on CRM

Collect necessary documents from clients to start mortgage application

Submit docs in CRM to Operations team

Follow up about clients portfolio in CRM and with Operations team

Filter the pressure that comes from the clients and help the company to address issues in the most professional way

Source new agencies whenever possible

On the cultural side, we expect Mortgage Consultants to collaborate with other teams, think outside of the box on resolving obstacles that they might face, be compassionate and supportive when team members need support in learning and understanding the processes

## The Perfect Match: What you bring

Local UAE experience is required

Demonstrated ability to consult and sell

Background in mortgages and or financial services

Demonstrable network of introducers in the real estate industry

Ability to business develop and create opportunities

Motivated by sales and driving revenues

Ability to manage expectations and deliver high quality service

What will set you apart:

Experience and successful track record in independent mortgage sales

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