

United Arab Emirates Jobs Expertini®

Senior Home Finance Advisor (Outsource)

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Company: Abu Dhabi Islamic Bank PJSC

Location: , , United Arab Emirates

Category: management

Role : Senior Home Finance Advisor Location : UAE

Role

Purpose: Responsible to accomplish the acquisition targets month on month within the approved guidelines of the bank. Key Accountabilities of the role

- To source home finance applications from the eligible target segment of the bank
- To ensure that individual targets are met month on month
- To identify business development opportunities to increase sales
- To ensure the daily submissions are complete in both documentation and credit requirements
- Ensure adherence of all banks prescribed processes, standard operating procedures and central bank local requirements
- To ensure appropriate KYC & ID&V has been completed for the customers in line with stipulated guidelines.
- To ensure all correct and accurate information has been communicated to the customers. There should not be any instances of mis-sell, or incorrect information given to clients.

Results required are: To ensure monthly disbursement targets are met. To ensure complete and correct applicants are submitted for a smooth and successful process. To ensure new avenues are opened such as to source new business and meet monthly targets

Specialist Skills / Technical Knowledge Required for this role: Sales Experience, Real Estate Market Knowledge and working experience. Banking experience preferred but not mandatory.

Previous experience required: Sales Experience of 2 years or more

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