

United Arab Emirates Jobs Expertini®

Senior Home Finance Advisor(Outsource) United Arab Emirates Posted on 08/09/2023

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Company: Abu Dhabi Islamic Bank PJSC

Location: , , United Arab Emirates

Category: management

Role : Senior Home Finance Advisor (outsoruce) Location : Dubai Role

Purpose:Responsible to accomplish the acquisition targets month on month within the approved guidelines of the bank Key Accountabilities of the role These are the main responsibilities of this 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.

Specialist Skills / Technical Knowledge Required for this role:

Previous experience required (if any)

Sales Experience of 2 years or more

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