

ABOUT THE OPPORTUNITY

Are you looking for that next step in your financial career? Maybe you want to change things and bring your wealth of experience elsewhere? Are you a person that values an inclusive culture, an autonomous yet fun working environment?

Well, look no further! An exciting opportunity has recently become available for an experienced Broker to join our team.

This is the chance to join one of Melbourne's leading mortgage broking companies, where hard work is awarded accordingly. With a centrally based location on St Kilda Road, you are a stone's throw away from Chapel St with its award-winning restaurants, bars & cafes. You will be joining a dynamic & fun team with a supportive manager & an inclusive culture.

If progression opportunities are what you are looking for, the wealth of experience gained in this role will put you in good stead for any further financial career in the future!

Performance based incentives and further bonuses are offered on top of salary.

ABOUT THE POSITION

As an experienced broker, your main goal is to find the best loan solution to the individuals needs of your customer. No loan is ever the same. You will constantly be on the phone, organising meetings & ensuring that the client is happy.

Liaising daily with lenders, partners, a settlement team, and wider team, this is a collaborative role ensuring the client is receiving the best possible service possible. You will work within a team of 13 existing brokers and will report to the company directors.

Work from home option is available, 2 days a week.

KEY AREAS OF RESPONSIBILITY

- Tailor product solutions to the individual needs of the customer.
- Manage clients from appointment to settlement in a timely and efficient manner.

- Liaise with other staff (onshore and offshore) to fulfil your role.
- Liaise with clients throughout the loan application process.
- Liaise with lenders and their business development managers throughout the application process for all files in an agreed format.
- Liaise with management where necessary.
- Ensure all legal and regulatory requirements and documents are adhered to and monitor compliance in line with industry regulations.
- Help promote a company culture that encourages top performance and high morale.
- Promote digitisation/new technologies that are available in the market to better assist meeting goals and objectives.
- Maintain and update database (FLEX/Broker Engine) as well as other supported CRM and workflow software programs.
- To pro-actively develop administrative procedures and standards which would benefit the company.
- Other duties and responsibilities may be agreed upon from time to time to achieve the objectives of the company.
- To manage a large portfolio whilst continuing to develop other skills and referral networks.

FUTURE OPPORTUNITIES

- Referrer own opportunities and sales with attractive incentives.
- Acquire and develop sales skills and relationship building skills.
- Develop skills in Property Investment, Accounting structures and Financial Planning.

ABOUT YOU

You have a can-do attitude and excellent communication skills; you build rapport with people easily and you always have a proficient work ethic. You pride yourself on your organisation skills and you can prioritise conflicting deadlines. Previous mortgage and loan processing experience is essential!

CONTACT

If this sounds like you, please email your resume and cover letter to our Operations Manager Leah Bruderlin at leah@ufinancial.com.au.