

Residential Mortgage Advisers For Specialist Commercial Finance Team

Location: Birmingham City Centre
Office Based

Salary: TBC - dependant on experience

Finance 4 Business are seeking an experienced Residential Finance Advisers to join a driven, award winning and close-knit team, that is targeted on providing residential and BTL finance solutions to both direct clients and finance professionals.

Finance 4 Business are already widely recognised as one of the UK's leading specialist finance brokerage. To achieve our goals, we want somebody who is highly organised, highly motivated with excellent communication skills and thrives under pressure.

Purpose of the Role

Finance 4 Business are expanding their offering to include residential mortgages. We are looking for enthusiastic, driven individuals who have the ability to self-generate business and convert and manage leads provided.

Target Audience

Direct clients who have a residential or BTL mortgages requirement. Introducing partners who refer business/clients to Finance 4 Business.

Main Duties & Responsibilities

- Handle and convert incoming residential and BTL finance enquiries
- Maintain and develop customer and introducer portfolio
- Ability to identify other finance opportunities that can be referred to other departments within the business.
- Maintain expert knowledge of the residential lending market and trends, not limited to CPD requirements and proactively convey that expertise to clients and introducers
- Monitor and regularly report on activities
- Maintain accurate records of activity on the company operating system
- Manage diary to ensure follow up call and service levels agreements are met
- Understanding what is meant by TCF (Treating Customers Fairly) and acting accordingly
- Managing lead through from enquiry to completion
- Ensure work undertaking is compliant and meets Data Protection regulations
- Adherence to T&C and AML

Personal Requirements

- Experience as a residential mortgage broker is essential.
- CeMap (or equivalent) qualification is mandatory
- Strong communication skills both written and verbal with a good telephone manner
- Ability to work well under pressure and in a fast paced, energetic environment
- Excellent time management
- The ability to build and maintain relationships quickly on the phone
- Self-motivated and driven to exceed targets
- Energetic team player with the ability to be proactive and work with autonomy, working with integrity and honesty at all times.
- Own client bank would be very desirable
- Capable of using and maintaining databases and CRM systems.

Who are Finance 4 Business:

Finance 4 Business have been trading for over 10 years and are currently expanding. Our aim is to become the go to partner for both introducing brokers and clients direct, offering unrivalled service with the best customer outcomes.

- We are proud to be different. We think outside of the box and explore every opportunity. We seek new ideas and different ways of thinking.
- We believe in transparency and communicate openly and honestly, at all levels both internally and externally. It is essential our introducing partners have trust in what we do and say.
- We organise for speed and efficiency whilst never wavering from our service standards, always striving to improve.
- We have an excellent management team that coach not preach, we develop our teams and allow people to grow ensuring people have a career, not just a job.