



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/07

Mortgage Specialist (Spécialiste Hypothécaire) -1900015021

Job ID C8-6C-6F-91-59-75

Web Address

<https://careers.indigenous.link/viewjob?jobname=C8-6C-6F-91-59-75>

Company BMO Fianacial Group

Location Joliette, Quebec

Date Posted From: 2019-07-26 To: 2019-08-25

Job Type: Full-time Category: Finance

Languages English, French

Description

As a Mobile Mortgage Specialist, you will:

- Proactively seek opportunities to engage in customer focused home financing conversations, with a goal of bringing new customers to BMO
- Establish and enhance BMO's presence in the community
- Identify leading-edge tactics to generate leads and build a pipeline of mortgage business
- Proactively contact realtors/referral sources identified through the creation of national partnerships and/or create local partnerships
- Receive dedicated coaching, leadership support and a lending coach
- Receive credit approval team and credit escalation team support
- Have access to marketing, sales and social media support
- Be rewarded with industry-competitive compensation, benefits and bonus opportunities

Qualifications

Bring your passion for creating great customer experiences, along with:

- A positive, enthusiastic attitude, with strong people skills
- Strong negotiation and communication skills
- An innovative approach to sourcing business opportunities
- Being flexible, adaptable, and keen to work in a fast-paced environment that's always evolving
- Credit experience and/or willingness to develop credit structuring skills
- An established referral network
- Knowledge of the broader real estate industry and Canadian mortgage market
- Confidence in networking with a talent for sales
- Change Leadership "being energized and open to proactively exploring new ways of doing things to differentiate BMO in the marketplace"

Voici ce qui vous attend en tant que spécialiste itinérant - Prêts hypothécaires :

- Recherche proactive d'occasions de mener des entretiens sur le financement hypothécaire centrés sur le client, dans le but d'attirer de nouveaux clients à BMO

- Établissement et renforcement de la présence de BMO dans la collectivité
 - Détermination des tactiques de pointe à adopter pour générer des indications de clients et créer une filière d'occasions de ventes de prêts hypothécaires
 - Responsabilité de communiquer de façon proactive avec les sources d'indications et les courtiers relevés grâce à la création de partenariats nationaux, et de créer des partenariats locaux
 - Coaching spécialisé, soutien de la direction et coach en matière d'octroi de crédit
 - Soutien de la part de l'équipe d'approbation de crédit et de l'équipe de transmission hiérarchique
 - Accès au soutien en matière de marketing, de vente et de médias sociaux
 - Rémunération, possibilités de primes et avantages sociaux concurrentiels dans le secteur
- Qualifications**

Vous devez vouer une passion pour la création d'une expérience client exceptionnelle et posséder ce qui suit :

- Attitude positive et enthousiaste, et aptitudes relationnelles efficaces
- Excellentes compétences en négociation et en communication
- Approche novatrice en ce qui a trait à l'acquisition de clients
- Souplesse, capacité d'adapter et envie de travailler dans un environnement en constante évolution où les activités se déroulent à un rythme rapide
- Expérience en crédit ou volonté de perfectionner ses compétences en financement structuré
- Réseau de liaison établi
- Connaissance du secteur immobilier en général et du marché hypothécaire au Canada
- Aisance en matière de réseautage et talent pour la vente
- Leadership en matière de changement – être stimulé et ouvert à explorer de nouvelles façons de faire les choses pour permettre à BMO de se distinguer sur le marché

How to Apply

To find out more visit us at <https://bmocareers.com>.

To submit your application for this job, please go to:

https://bmo.taleo.net/careersection/2/jobdetail.ftljob=1900015021&lang=en_GB&src=JB10721

Pour en savoir plus, visitez-nous à l'adresse <https://bmocarrieres.com>.

Pour postuler pour cette position, merci de vous diriger vers le lien suivant :

<https://bmo.taleo.net/careersection/2/jobdetail.ftljob=1900015021&lang=fr&src=JB10721>