

Mortgage Broker – Investment Property Advisor

About us

Wealth First is a boutique customer-centric financial services business located in St. Leonards. An outstanding opportunity exists for a motivated person with initiative to excel in the role of Senior Advisor. After several years of solid growth we are looking for people to grow with us in our next step of expansion.

The right person will guide our clients through Home Loan finance advice, tax reduction, and property investment solutions. We help create financial independence and lifestyle improvements for our clients through property investment.

We use financial strategies and structures to create unsurpassed revenue generating investment opportunities for our clients. We source property in prime locations of Australia to ensure it provides clients with strong capital growth and high return on investment. This often involves their home, residential property investments, SMSF and mortgages.

A highly experienced dedicated credit support team will assist you in our relentless drive to serve the needs of our clients.

The role

As a Senior Advisor you will meet with clients in our office and present strategic financial and investment structures tailored specifically to the individual's needs. All client appointments are provided and are thoroughly qualified before an in office appointment is scheduled. You can expect to meet and present to 5 clients per week. Key to understanding our customers and their desired outcomes to help them achieve their financial goals (through refinancing, debt consolidation and/or new home purchases).

Who are we looking for?

You will have the following background and characteristics:

- At least 2 years of experience in home/investment lending.
- Demonstrated understanding of loan structuring and the property investment process.
- Including debt servicing, security, construction loans.
- Impeccable professional manner.
- The ability to follow a structured sales process.
- A self-motivated team player with a strong work ethic.
- Strong entrepreneurial skills.
- Previous lending/broker/finance experience, including exposure to finance applications, submissions and settlements.
- Cert IV or Diploma in Mortgage & Finance.
- Self-motivated with a desire to go above and beyond.
- A high degree of competency in computer and web applications.

- Excellent oral and interpersonal communication skills; including a strong and fluent command of English.
- Ability to effectively operate with high energy and flexibility in a fast-paced, constantly evolving team environment.

This is a full time position offering a competitive **base salary, & uncapped bonus structure**, with progression opportunities available. **Apply now to be part of our exciting Australian success story. In the first instance contact Robert on mobile: 0432 509 143.**