

Mortgage Broker

- Looking for a move into a new and exciting career with huge potential?? This may be the role for you.
- Continuous training and mentoring provided to assist in building your career
- Join an established and award winning financial services and real estate business

About Us

Successful Ways provides clients in Sydney and surrounds with an integrated approach to buying property and creating wealth for their future. Our business brings together educational courses (including Buying Your First Home and Wealth Creation), mortgage broking, financial planning, legal services, buyer's agent and property management as a one stop shop for our clients.

What does being a Mortgage Broker involve?

A broker's day is wide and varied however your time is managed by YOU! A typical day could involve meeting with prospective customers to review their financial situation and borrowing capacity, meeting with referral partners to build up business generation networks, overseeing the integrity of compliance processes and organising daily appointments and activities.

What we are looking for:

We are looking for experienced salespeople not merely order takers! The ideal person for this role is someone who wants to assist clients in achieving their property dreams while earning generous commissions, both upfront and ongoing.

A lending and finance background is an advantage but not necessary. Our main criteria is that you have at **least 2 years sale experience dealing with customers face to face. No mortgage broker experience is required** as we will train and mentor you to success.

You need to have the ability to source your own leads to earn maximum commissions however you will also have the luxury of:

- Attending open houses from our extensive network of Real Estate Agents
- In house referral network provided by our 'one stop shop' system
- Mentoring and guidance by our top tier brokers
- Access to our Buyers Agents and educational course referrals

About You

- Ability to develop new business opportunities and a strong referral network
- Excellent customer service skills and proven ability to understand a customer's needs
- Australian citizen or permanent resident, working visa not acceptable
- A hunger and eagerness for sales and the ability to think outside the box when it comes to developing strategy and choice for clients

If this sounds like the role for you, please apply now. If you have any further questions, please call our Operations Manager, Tracy Douglas, on (02) 8234 8700 to discuss.