



Trainee Mortgage and Protection advisor

We are a growing Mortgage brokerage based in Kent, providing an exceptional service to clients. Due to their expanding business they require an additional Mortgage & Protection Adviser to maintain their high levels of service to both clients and the professionals they work with. We have seen a huge influx in new clients and therefore need to add a new member of staff to the team.

Duties (include but are not limited to):

- Identify customer's financial needs and advise them with the products that would best suit their requirements.
- Ensure clients understand the products and services offered and the process.
- Complete customer interviews by appointment and on demand and make sales that meet customer's needs.
- Look for opportunities to attract new customers and professionals.
- Prepare for future appointments, gathering appropriate information from colleagues generating referrals.
- Deliver a professional and credible service and ensure your knowledge is up to date at all times.
- Working towards sales targets and always know how you are performing against these.

Person Specification:

- CeMap or other industry recognised qualification
- Willingness to learn new skills
- Excellent communication skills
- Ability to demonstrate excellence in your field
- Preferably a proven track record of working in a mortgage environment, or a sales driven attitude to succeed.
- Outstanding levels of customer service
- Full driving licence

In return, we will provide continuous training, assistance, and guidance in order to assist the successful applicant in achieving 'competent advisor status.' Once CAS has been achieved, the role will continue and the applicant will become a fully-fledged member of the team. This role will be home based with regular support through face to face and zoom meetings, as well as

monthly team meetings and regular phone calls to support the applicant in their career. The Remuneration package will initially be on a self-employed basis with a realistic first year OTE of between **£20,000 - £25,000** and much more in the years to follow, although all earnings are uncapped and will increase based on how well you can self-generate leads/enquiries and convert these into business.

Due to high amounts of applications if you have not been contacted within 7 days, please consider your application as unsuccessful.

- **Contact:** Jordan Malet
- **Email:** info@mortgagesbyjoe.co.uk
- **Phone:** 07411937661