

Loan Specialist

Job Description

The Group Consumer Financial Services division serves almost 3 million customers across Singapore, Malaysia, Indonesia and China. In Malaysia, our customer proposition caters to high net worth, premier and emerging affluent individuals through our premier private, wealth management and affluent banking propositions.

In CFS, we offer an accelerated career path for aspiring graduates to be future leaders. It is a start to a rewarding career opportunity that provides you a comprehensive and hands-on assignment, as well as exposure to the real-world challenges in Consumer Banking & Wealth Management. We provide the platform for you to demonstrate and showcase your critical thinking ability and innovative ideas, whilst sharpening your personal and professional competencies.

We are looking for Mortgage Loan Specialist to provide comprehensive, one-stop financial advisory services to customers through the active promotion and cross-selling of our full range of wealth management products that include loan, insurance and unit trusts.

- Responsible for the growth of mortgage loan business while providing loan advisory and solutions to meet the property financing needs of customers.
- Promote and cross-sell a comprehensive range of financial products and services, focusing on wealth products that include insurance and unit trusts.
- Acquire Premier Banking and new to bank customers.
- Optimize customer interaction to deliver sales results and client engagement activities.
- Ensure adherence to the relevant policies, regulatory risks and compliance matters.

Job Requirements

- Possess bachelor's degree in any field from an accredited university/college.
- Preferably with 2-3 years sales experience and proven good track record in Financial Institutions and client relationship experience.
- Possess at least license of PCE & CEILE. FIMM will be an added advantage.
- Strong communication, client focus and influencing skills.
- Strong sales orientation and networking with business partners for loan referral.

Contact Person

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