

## **Mortgage Broker– Vancouver, BC**

Interested in a CAREER as a Mortgage Specialist? Elite Lending Corp is looking for highly driven individuals who have an entrepreneurial spirit, a desire for learning, and would like to build an independent business through helping others. Newly licensed brokers welcomed.

### **Company Description:**

Founded in 2016, Elite Lending Corp. considers its service a perfect blend of professionalism and friendship – its agents seek to gain a thorough understanding of clients' mortgage needs and lifestyles and set the right expectations before recommending the most fitting mortgage. The company strives for a 'work hard, play hard' culture, maintaining a balance between work and personal life while encouraging collaboration and interdependence among its team members. Powered by Dominion Lending Centres, which provides exceptional world-class support through Intranet, National Recognition and Advertising, Lender Access, and much more!

### **Role Summary:**

The selected candidates will be provided with support and training to help them flourish throughout their career as a Mortgage Brokers with Elite Lending Corp. The mortgage broker will have ongoing support from our Regional Sales Manager. The outlook for this position is to grow in to a knowledgeable professional and build your own team/business. This position is 100% commission.

We offer full support and sales training through:

- Regular personalized coaching
- Strategic business planning
- Goal setting
- Lender workshop
- Online training support
- Guided sales calls
- Relationship building activities
- Marketing and Social Media Training

### **Primary Responsibilities:**

- Act as an intermediary between a lender and a borrower who needs a mortgage loan. Originate loans with various lending institutions to find the best deal for a homebuyer.
- Evaluate pay stubs, credit history, tax information and bank statements for financial status as well as gather their credit information.
- Work to ensure compliance with banking and or finance laws in the jurisdiction of the consumer.
- Follow through with lender and client during approval process.
- Explain the legal aspects of the loan to the borrower as well as the payment terms and clauses to them. Define repayment terms to consumer and educate them on default consequences

### **Qualifications and Skills:**

- Strong Prospecting Ability: Must be able to develop your own sources of mortgage referrals from a variety of sources.

- Balance sales goals with the requirement to operate legally and ethically.
- Provide effective customer service and value-added advice by offering mortgage solutions to prospects according to customer needs and choice.
- Highly motivated self-starter with the ability to learn sales skills
- Attention to detail
- Enjoy working in a fast-paced environment
- Exceptional customer service skills
- Excellent communication skills in English (other languages an asset)
- Be eligible to work in Canada

**Compensation:**

We also offer a very competitive commission structure. Come join this dynamic team and watch your business soar.

**How to Apply:**

**Please email (with attached resume) at [info@elitelending.ca](mailto:info@elitelending.ca)** Elite Lending would like to thank all applicants that apply. However, we will only be contacting candidates that are being considered for employment.

**NOTE: Successful completion of the Mortgage Broker Licensing course at The Sauder School of Business is required. For those who have not completed this correspondence course, In-house tutoring is available.**

Job Types: Full-time, Commission, Permanent

Income: \$50,000.00 to \$150,000.00 /year

Licence:

- Mortgage License