

Sales/Risk Managers

Published: 10.01.2022 23:26:26
Deadline: 05.02.2022 07:09:31 remained 18 days
Salary: от 500 до 2000 USD
Location: Bishkek
Type of involvement: full time
Schedule: from 9 p.m till 6 a.m



Best Finance Capital

Best Finance Capital

Contact person

Чухрай Галия

Phone

0557255887

Web

<https://www.bfclender.com>

Information

Common information

BFC Lender Newport Beach, a leading firm in the mortgage industry. We launched new branch in Bishkek Kyrgyzstan, looking to hire a team of business development department ,to help us keep growing. If you're hard-working and dedicated team member check our company website www.bfclender.com, Best Finance Capital Newport Beach is an ideal place to go ahead .Apply today!

Qualification requirements

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• Qualifications/Skills:

1. Customer service
2. Meeting sales goals
3. Closing skills
4. Prospecting skills
5. Negotiation
6. Self-confidence
7. Product knowledge
8. Presentation skills
9. Client relationships
10. Motivation for sales
11. English proficiency is a Must.
12. Microsoft Office Proficiency
13. Bachelor's Degree is Required in Finance or any related fields.
14. Experience in the consumer loan industry is preferred.
15. Strong attention to details
16. Familiarity with computers and banking applications/software
17. Ability to work in a goal-oriented environment.
18. knowledge of direct/indirect lending products and practices
19. Excellent analytical and mathematical skills
20. Communicate with Borrowers to obtain required loan documentation.
21. Gather, organize and track loan documentation.
22. Review loan application files to verify that all data is complete and meets standards,

including the loan type and purpose, borrower assets, liabilities, and employment.

23. Clear any loan conditions.

24. Work effectively under specific time constraints and meet end-of-month deadlines.

25. Verify and analyze loan documentation including income, credit, appraisal, and title, while maintaining strict compliance with all applicable federal and state regulations

26. Performs administrative duties such as faxing, photocopying, filing and phone support, as required, by Loan Processor II and Processing Managers II loan officers.

Job Types: Full-time, please make sure you email resumes to galiya.chuhrai@gmail.com in addition to the sites correspondence.

NOTE: ONLY ENGLISH FLUENT SPEAKERS APPLY

Duties

RESPONSIBILITIES

1. Serves customers by selling products and meeting customer needs.
2. Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
3. Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
4. Focuses sales efforts by studying existing and potential volume of dealers.
5. Submits orders by referring to price lists and product literature.
6. Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
7. Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
8. Recommends changes in products, service, and policy by evaluating results and competitive developments.
9. Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
10. Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
11. Provides historical records by maintaining records on area and customer sales.
12. Contributes to team effort by accomplishing related results as needed.

Conditions

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1. Work remotely
2. Monday to Friday 9p.m till 6 a.m
3. Salary plus commission

About company

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APPLY TODAY !!!

send your CV to gia@bfclender.com

contact phone number +996557255