

Lending Manager Residential & Commercial Loans

Paramount Mortgages Services Pty Ltd

Do you have proven experience in finance & mortgage broking industry? Do you enjoy providing a high level of customer service?

We are a recognized and trusted brand within the Financing Broking Industry; specialising in the distribution of cutting edge Non-Conforming Leases and Finance for Vehicles & Commercial Equipment. We are located in an easy to access location in Norwest (Baulkham Hills).

To be successful in this role you will need to have strong knowledge of:

- Loan Assessment Process – Residential Loans, Commercial Loans, Leasing Loans, SMSF Loans
- Loan Packaging & Lending
- LVR, DSR, Servicing
- Have the ability to convert leads into settled loans

The key responsibilities of this role include:

- Field leads from brokers and clients
- Obtain information from brokers and clients for leasing and loan submissions
- Discuss with clients and brokers the different types of leasing and loan options that are available, the terms and answer any questions about the application/process
- Analyse information gathered on clients financial status, credit and security property valuations to determine most suitable leasing or loan product and/or funder based on the individual situation
- Collate required information to complete & submit applications to lenders for consideration
- Confer with lenders and brokers to aid in resolving leasing and loan application problems.
- Manage all leases and loans through to settlement
- Maintain up to date files for each leasing and loan scenario
- Stay abreast of new types of leasing and loan products in order to better meet customer's needs.
- Client relationship management (pre & post settlement, ongoing marketing)
- Building and creating relationships with new and existing referrers

To be successful in this role you will need to have strong knowledge of:

- Loan Assessment Process
- Loan Packaging & Lending
- LVR, DSR, Servicing etc
- Have the ability to convert leads into settled loans
- Excellent at creating customer relationships
- Certificate IV in Finance & Mortgage Broking

If you are proactive and keen to work in a positive office environment and after an opportunity to play a major role in the growth of an existing business, then this is the role for you.

Please send resume to reception@paramountmortgages.com.au

