

Title: Inside Sales Coach

Status: Employee – \$36,000 plus monthly commission based on 0.015% of \$ funded. Plus bonus paid on rolling quarterly funding ratios. >35% = \$300. >45% = \$600.

Reporting to: Manager - SCCC

Function: To review all mortgages applications and work with Broker to facilitate sale to borrower, by providing coaching and support.

Major Responsibilities:

- Follow up next day with Broker on all approved applications to assist them with 'selling' the mortgage.
- Continue to follow up and provide sales tools and coaching for the Broker.
- Identify Brokers that require additional sales training and set up Sales Training events.
- Liaise with Business Development Manager to set up meetings with new and existing brokers.
- Maintain integrity of the Broker database and ensure all information is correct and up to date.
- Assist with the development and implementation of marketing programs.

Competencies:

Integrity

- Consistently and without exception uphold Spectrum-Canada's standards of quality and ethics when dealing with others, customers, and colleagues

Results Oriented

- Overcomes obstacles and challenges in order to achieve objectives
- Persistently focuses on what is important to the organization and works to achieve those goals

Team Orientation

- Demonstrating trust and respect for team members
- Influence strong morale and spirit within team
- Contribute to a stable, high energy, enthusiastic work environment.

Self Management and Motivation

- Consistently demonstrate an excellent work ethic, time management and time keeping.
- Show a strong sense of ownership for all aspects of the role and the success of the company in general.
- High energy, personable and enthusiastic.

Personal Development

- Desire to constantly upgrade knowledge and skills.

Skills:

Strong Organization skills

Great sales and interpersonal Skills

Knowledge of mortgage industry and it's products.