



## **Mobile Mortgage Specialist**

### **We invest in people.**

Tandia Financial Credit Union (Tandia) is seeking a talented and experienced sales professional to join our retail team.

This mobile position has an office at our Corporate Office, 3455 North Service Road in Burlington and will be focused on Tandia's East region.

Compensation for this role includes a base salary plus commission.

### **Your Work at a Glance**

As the Mobile Mortgage Specialist, you will utilize your knowledge as an entrepreneurial mortgage professional to drive new mortgage business to Tandia. You will prospect new memberships, build relationships and provide customized borrowing advice.

This newly created role will report to the Vice President Member Solutions and will be responsible for successfully building and managing internal and external relationships.

This base plus commission position is key to growing Tandia's lending portfolio, and achieving Tandia's annual sales goals.

Your knowledge of the markets and communities we serve, as well as industry knowledge and experience will assist you as you identify and assist in developing opportunities for personal banking solutions and services with branch and wealth partners.

You are a self-starter, sales professional who works independently, with a high-achievement orientation.

Your enthusiasm for the credit union sector and our mission will be evident when you create value for the credit union teams by conducting regular information sessions and holding meetings promoting the mobile mortgage option.

### **We are looking for someone who:**

- Has experience and knowledge of residential mortgages and financial services.
- Has a minimum of 2 years of relevant sales experience.
- A successful track record of working in sales independently.
- Superior sales abilities (active listening, identifying business opportunities, influencing and negotiating, asking for the business).
- Is willing to work variable hours, including evenings and weekends to meet with members at their convenience. Regular travel will be required.
- Has a minimum of 2 years credit structuring and/or underwriting experience.
- Is able to work well independently, while enjoying the opportunities working in a team-based environment provides.
- Is detail oriented, with strong planning, organizational and time management skills.
- Has well developed presentation skills.
- Has strong technical and software skills with Microsoft Office applications (Word, Excel, Powerpoint).
- Post-secondary diploma or degree in business, or an equivalent combination of education and experience.

## As Unique as You

We believe that financial institutions should be more accountable to the people they serve; we believe that there's more than one way to measure success; and we believe that our profits should have a positive financial, social and environmental impact on the communities in which we live and work. Actions speak louder than words and we work hard to demonstrate our commitment each and every day.

At Tandia, we recognize that our staff and members are unique - and that matters to us.

- As a credit union, living the co-operative principles is a part of our long and rich history
- We invest in our members and our communities with an extensive community investment program devoted to supporting the organizations, events, and volunteers that make our communities stronger

## Application Instructions

Please forward your cover letter, and resume to [careers@tandia.com](mailto:careers@tandia.com) and be sure to quote the position title in the subject line. We thank all applicants, however only those selected will be contacted.



Tandia is committed to meeting the accessibility needs of persons with disabilities in a timely manner, consistent with the principles of dignity, independence, equal opportunity and integration. Tandia is strongly committed to employment equity within its community and to recruiting a diverse workforce. Accommodation for applicants with disabilities will be provided upon request by contacting [careers@tandia.com](mailto:careers@tandia.com) or by calling our **Member Solutions Centre** at **1.800.598.2891**.