

Job Title: Consumer Sales Specialist
Reports To: Senior Manager, Consumer Sales
Department: Sales

COMPANY DESCRIPTION

HomeEquity Bank is the leading national provider of reverse mortgages to homeowners aged 55 and over, Canada's fastest growing demographic segment. HomeEquity Bank originates and administers Canada's largest portfolio of reverse mortgages under the CHIP Home Income Plan™ brand. New mortgages are originated on a direct to consumer basis as well as through referral arrangements with the six largest banks, leading mortgage brokers and financial planning firms. HomeEquity Bank has been the main underwriter of reverse mortgages in Canada since its predecessor; Canadian Home Income Plan Corporation pioneered the concept in 1986.

HomeEquity Bank has a highly effective direct-to-consumer distribution model (B2C), as well as an established referral network (B2B), including Canada's major banks, credit unions, financial planners and mortgage brokers.

HomeEquity Bank is exceptionally well positioned for further growth for a number of very important reasons: 1) positive demographic trends in the 55 years old and over segment, 2) wider awareness and growing demand of reverse mortgages in the market, 3) significant barriers to entry for competitors, and 4) HomeEquity Bank's firm position as market leader.

POSITION SUMMARY

The role of Consumer Sales Specialist is that of direct telephone sales. Managing a portfolio of current HomeEquity Bank clients, the Consumer Sales Specialist will be responsible for ensuring clients financial needs are being met by HomeEquity Bank, by providing clients an opportunity to access additional funds from their Mortgage. Your performance will be measured against annual quota and rewarded with a competitive salary, commission and graduated bonus potential program.

This position will be located in Toronto.

MAJOR ELEMENTS OF THE ROLE

The Consumer Sales Specialist is responsible for the on-going sales support of HomeEquity Bank Clients. This position plays an important role within the Bank because it requires an understanding of the Bank's mortgage product and business process and how to translate that understanding into client service and sales.

- Delivering established sales targets
- Effectively manage sales process for existing clients
- Continuous learning – product knowledge, selling skills and relationship management techniques

The Keys to Your Success will include:

- Results oriented with a strong understanding of the current financial services environment
- Exceptional communication skills, particularly telephone selling skills and etiquette
- Ability to self-manage within a “pay for performance” compensation model
- Superior sales and interpersonal skills
- Superior organizational and time management skills

SKILLS AND EXPERIENCE REQUIRED

- Post-secondary education
- 3+ years of successful sales experience with particular emphasis selling over the phone
- English (French as 2nd language is an asset)
- Experience in financial services, real estate or insurance sales is a definite benefit

HomeEquity Bank complies with the Employment Equity Act. Our Employment Equity program is intended to help ensure that all Canadians have the same access to the labour market and to ensure the full representation of members of the four designated groups which include: women, visible minorities, Aboriginal People and Persons with Disabilities.

If you would like more information on the HomeEquity Bank please visit: www.homeequitybank.ca. If you'd like to find out more about the CHIP Home Income Plan solution, please visit www.chip.ca.

If you are interested in exploring this exciting opportunity with HomeEquity Bank **please forward your resume and salary expectations** in confidence via email: hr@homeequitybank.ca.

We regret to advise that only those selected for an interview will be contacted. No agencies please.