

# BALWIN PROPERTIES

## CAREER OPPORTUNITY

### Mortgage Business Development Agent

#### QUALIFICATIONS & EXPERIENCE REQUIRED

-  Grade 12 National Certificate/ National Diploma or suitable Degree
-  At least 2-5 years experience
-  Experience in bond origination, mortgage advising or property finance sales
-  Existing client base and agent relationships

Position Type:	<b>Permanent</b>
Job Role:	<b>Mortgage Business Development Agent</b>
Location:	<b>Johannesburg</b>
Benefits:	<b>Provident Fund / Medical Cover</b>
Joining Date:	<b>January / February 2026</b>

#### INTRODUCTION

Balwin is looking for a highly motivated, results-driven Mortgage Business Development professional to grow Balwin Mortgages. This role is focused on originating and converting home loan and mortgage finance opportunities, working closely with estate agents, prospective buyers, and internal teams to secure successful loan outcomes. The successful candidate will build strong referral relationships, drive new mortgage business, and ensure a smooth, professional financing experience for clients.

#### SKILLS REQUIREMENTS

-  Self-starter with a proven track record
-  Strong knowledge and understanding of the property industry.
-  Has good relationships with existing estate agents / agencies.
-  Is able to act as a business development agent and intermediary between prospective homebuyers, estate agents and Balwin Mortgages.
-  Able to sell and source business effectively.
-  Convert leads to opportunity.
-  Admin support provided.

#### DUTIES AND RESPONSIBILITIES

-  Strong sales, negotiation, and relationship building skills in order to bring together clients, estate agencies and Balwin Mortgages.
-  In-depth knowledge of home loan products and able to build and attract new business to the Balwin Mortgages.
-  Have the ability to cultivate and maintain strong relationships with real estate professionals, prospective buyers and property developers to ensure future sales opportunities and a seamless transaction process.
-  Highly motivated and able to seek out opportunities to generate business from various organisations.
-  Have a strong affiliation with business and sales principles, making use of all opportunities to network and build business generating relationships.
-  Be dynamic and able to combine client facing consultation and administrative detail with strategic negotiation in order to navigate the complexities of home financing.
-  Ability to work well with the Bonds Team and Manager, providing support in terms of new business.

#### SKILLS AND TRAITS

-  Strong verbal and written communication
-  Self-motivated
-  Results driven
-  Detail orientated
-  Capable of working under pressure in fast paced environment
-  Strong administrative skills
-  Able to negotiate and persuade well.
-  Enjoys networking and building relationships.
-  Able to keep confidentiality.
-  Excellent sales and customer service skills, as well as strong track record in delivering them.

Should you wish to apply please send a motivational letter, CV, ID and Academic Records to [careers@balwin.co.za](mailto:careers@balwin.co.za)

