Infinity Arthvishava

Partner Login Hierarchy (For DSA Business Portal)

1. CMD (Chairman & Managing Director)

- **Role:** Ultimate authority and visionary leader of the organization.
- **Access:** Full control over all business operations, performance analytics, financials, and strategic functions.
- **Responsibilities:**
    - Define company vision, mission, and expansion roadmap.
    - Approve high-level strategies and major financial decisions.
    - Supervise Directors and ensure company-wide growth and compliance.

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2. Director 1 (Main)

- **Role:** Top-level authority overseeing the entire business ecosystem**.**
- **Access:** Complete access to all modules — business reports, performance, payouts, and hierarchy control.
- **Responsibilities:** Approve strategies, view company-wide data, and track growth across products and regions.

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3. Director 2 (Main)

- **Role:** Co-top-level authority supporting Director 1 in strategic and operational management.
- **Access:** Complete access to all modules — business reports, performance, payouts, and hierarchy control.
- **Responsibilities:** Support Director 1 in strategic decisions, oversee key business divisions, and monitor company performance.

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4. Admin (IT)

- **Role:** System controller managing platform access, user creation, and backend configuration.
- **Access:** Full technical control — can add/remove users, reset access, monitor activity logs, and update data structures.
- **Responsibilities:** Maintain security, uptime, and data integrity across all user levels.

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5. Accounts

- **Role:** Finance and payout management team.
- **Access:** View business data, calculate commissions, release payouts, and update TDS or deduction details.
- **Responsibilities:** Manage DSA commissions, incentives, taxes, and generate payout reports.

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6. Vice President (VP)

- **Role:** Business head overseeing overall performance and expansion.
- **Access:** View consolidated zone/region-wise data and monitor targets and achievements.
- **Responsibilities:** Set business goals, approve policies, and coordinate with regional heads.

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7. Assistant Vice President (AVP)

- **Role:** Supports VP; manages state or product-level operations.
- **Access:** Access to state/cluster performance, DSA analytics, and payout approvals.
- **Responsibilities:** Oversee team managers, ensure target completion, and track DSA performance metrics.

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8. Branch

- **Role:** Physical branch location managing local operations.
- **Access:** View and update branch-level business, DSAs, leads, and payouts.
- **Responsibilities:** Validate lead documents, coordinate with RM/Team Leader, and handle customer servicing.

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9. Manager

- **Role:** Oversees multiple teams or products within a branch.
- **Access:** Can see team business, lead status, disbursal reports, and DSA performance.
- **Responsibilities:** Manage productivity, approve leads, and ensure smooth communication between teams.

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10. Team Leader

- **Role:** Directly manages RMs and DSAs under their supervision.
- **Access:** Track team-wise leads, conversion ratios, and payout structures.
- **Responsibilities:** Support team in achieving targets and escalate any operational issues.

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11. Relationship Manager (RM)

- **Role:** Frontline representative handling DSAs and customers.
- **Access:** Upload leads, view their conversion, update status, and track incentive eligibility.
- **Responsibilities:** Maintain partner relationships, verify lead quality, and ensure closure.

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12. DSA Partner

- **Role:** Direct selling agent sourcing business from the market.
- **Access:** Submit leads, view loan approvals, disbursals, and personal payout dashboard.
- **Responsibilities:** Generate quality business and maintain transparency with customers.

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13. Referral Partner

- **Role:** Associate or individual referring potential customers.
- **Access:** Can view referred leads, their conversion status, and referral rewards.
- **Responsibilities:** Share verified customer leads to the DSA network and earn commission on closures.

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14. Customer

- **Role:** End-user availing the product or service (loan, insurance, investment, etc.).
- **Access:** Limited login to track application progress, upload KYC, and view disbursal or policy status.
- **Responsibilities:** Provide accurate documents and timely responses to ensure smooth processing.