

RO Role & Career Path

Role & Responsibilities and Career Pathing at Fusion Microfinance



Its Objective is to know more about the Job and how a Relationship Officer can shape up his/her career at Fusion

01

RO Role

Role || Work || Why Fusion?

02

Career Pathing

Career Path || Grow in Fusion

03

RO Essential

RO Kit ||

04

RO Grooming & Personal Hygiene

Grooming || Personal Hygiene || Branch Cleaness



1. RO Role

**Fast
Growing
Microfinance
Company**



**Friendly
Work
Culture**



**Increment &
Promotion**
(Based on merit)



**Advance
Training
Programmes**



**Support in
case
emergences**



1. New Business

Ensuring New Business, Identification of New suitable location.

2. Collection

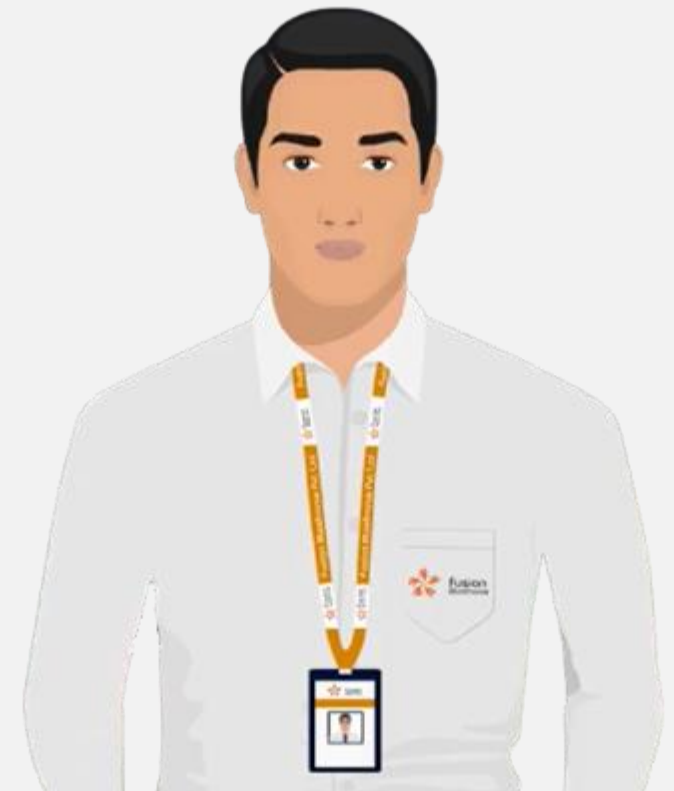
Ensuring the Collection on Time & Center Meeting as per the Plan

3. Customer Service, Education & Portfolio Management

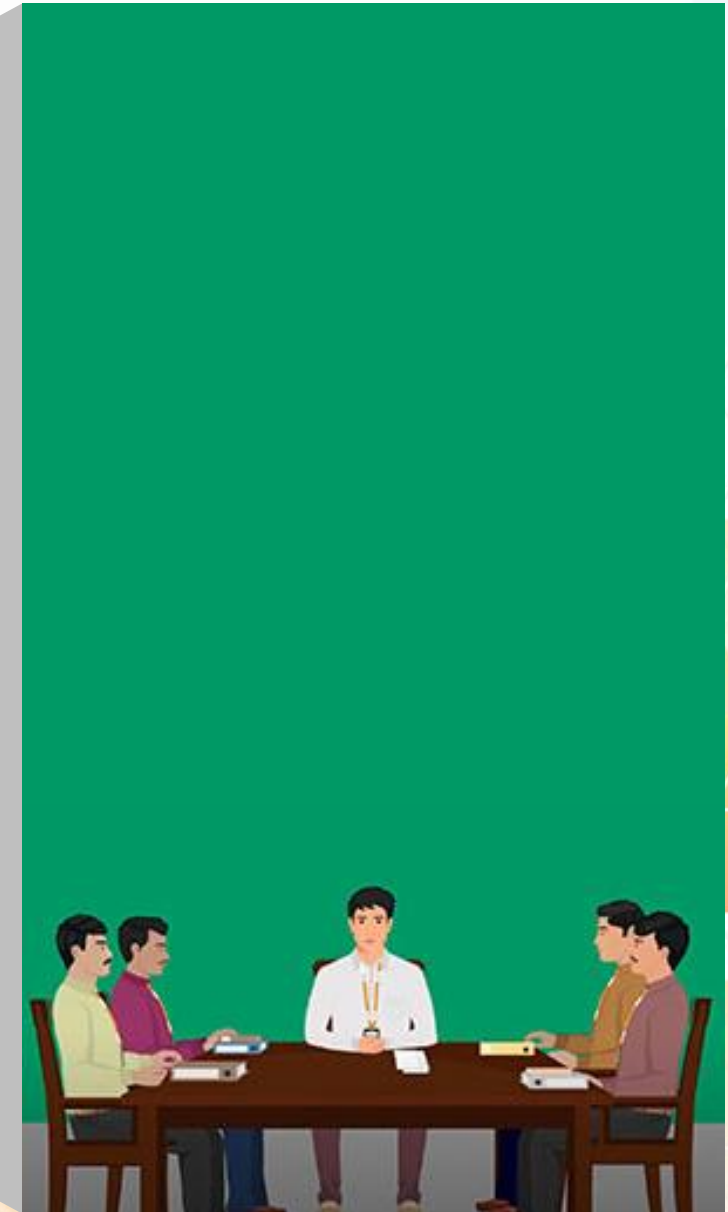
Provide service to customer and manage portfolio. Educate customer & financial services and make them aware.

4. Role in Branch Routine Work

Complete tasks at Branch & help Branch manager & other staffs.



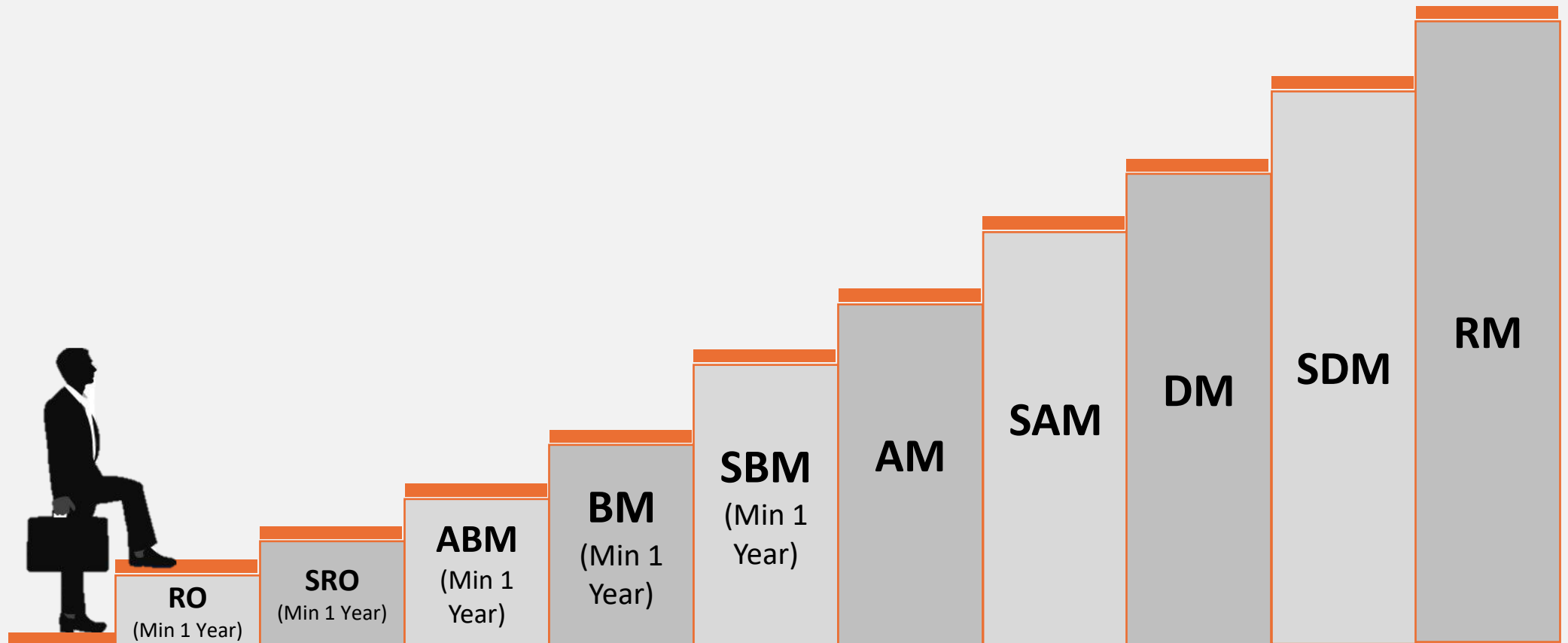
1. **New business generation** is a field job that requires the employee of the branch to stay in the branch.
2. **Contribution to branch operation** and branch cleanliness is mandatory.
3. **Collection, Customer Service**, Portfolio Management is an integral part of your job.
4. Must follow **fusion guidelines**, rules and regulations
5. **Ethical behavior**, work discipline and respect for other employees and clients are essential





2. Career Path

“Growth does not happen just by chance; It is the result of forces acting together”



Thank You



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