

Job Description

POSITION DETAILS			
Functional Designation	Channel Manager – Compliance and Processes	Department	Sales
Sub Department	Channel Sales	HR Grade	
Location	Mumbai	Reporting Manager	National Head – Channel Management
Job Purpose			
<p>The candidate will be responsible for managing entire compliance and processes for open market channel partners (DSA). The role requires that the candidate ensures complete compliance of Regulatory and Poonawalla Fincorp policies and regulations as being guided from time to time. Candidate will require to ensure that all the DSA are compliant and adhere to the requirements. This will require engagement with concerned departments for discussion and implementation. The profile also requires the candidate to review and better processed for business enhancement with key focus in digitisation of processes.</p>			
Principal Accountabilities			
<ol style="list-style-type: none"> 1. Regulatory Compliance – ensuring that regulatory compliance coming from RBI, TRAI, etc is implemented at Poonawalla Fincorp and across the DSA associated with Poonawalla Fincorp in the sourcing of credit facilities. 2. Poonawalla Fincorp Process and Compliance – implementing the guidelines issued by Poonawalla Fincorp towards compliance and processes from time to time. 3. Engaging with other departments like ORM, FRM, etc to formulate better policies and processes to achieve compliance. 4. Formulation of policies for DSA related processes like empanelment, DSA review and monitoring mechanism. 5. Preparation of SLA, execution of COC, COI, etc 6. Conducting Annual Compliance Certificate (ACC) review of DSA in line with regulatory guidelines. 7. Standardising matrices for review of non-compliance and action thereof. 8. Responding to audit and FRM findings. 9. Training – conducting necessary training and developing training material. 10. Display – working closely with marketing and branding teams to prepare necessary display materials at DSA offices. 11. Developing and publishing 'Do You Know', 'Do's and Don't's', etc to the DSA as well as the sales teams. 			
Desired Profile			

Job Description

- Minimum Qualification – Bachelor's degree, Master's preferred specifically in Management.
- Experience – Minimum 10 plus years experience in DSA management. Exposure and experience of compliance is mandatory.
- Candidate should possess effective communication and presentation skills, stakeholder management capabilities, inclination towards automation and extensive use of analytics.

Working Relationships