

Job Description

POSITION DETAILS			
Functional Designation	Branch Sales Manager-Loan against property	Department	Sales
Sub Department	Loan against property	HR Grade	Assistant Manager/Deputy Manager/Manager
Location	PAN India	Reporting Manager	Area Sales Manager
Job Purpose			
This position requires effective leadership, strong organizational skills, and a deep understanding of processes to ensure smooth operations and compliance with regulatory requirements			
Principal Accountabilities			
<ul style="list-style-type: none"> Min. 2 years of lending work ex, of which recent (min.) 1 years' exp should be in LAP to SENP segment Should have sound exposure to various sourcing models for LAP business- DSA, CA connectors, Direct sourcing, Cross Sell (DSA being primary requirement) Should have hands on working exposure in the given location in lending (preferably LAP) segment Should be well versed with legal and technical nuances of various property segments in the given geographies Should have sound understanding of requirements of various cross functional stakeholders (Risk/Credit, Technical, Lawyer, operations, product team etc.) Should have a strong network of key/high performing DSAs in key geographies in the given zone Should have sound understanding of financial analysis, underwriting methods, property related nuances, business segments in the regions under zone Understanding of local language will be added advantage Should have sound inclination towards technology/digital processes 			
Desired Profile			
<ul style="list-style-type: none"> - Bachelor's degree , Management, or a related field. - Several years of experience in LAP Sales. - Thorough knowledge of regulatory requirements applicable to NBFCs. - Excellent budget management and financial analysis skills. - Strong communication, interpersonal, and negotiation abilities. 			

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Classification | INTERNAL