

Job Description

Role / Position Title	Key Account Relationship – Co-Lending
Grade	Manager / Senior Manager
Designation	Key Account Relationship – Co-Lending
Reporting Manager	Lead – Co-lending, Channels & UPI

Job Summary –

Brief: A co-lending arrangement usually involves two NBFC comes together to take advantage of their respective capabilities & strengths to cater unmet demand of the market.

The GM in this role will oversee the co-lending partnership business and monitor all necessary compliance with partners. This role is pivotal in aligning business strategies & contributing to the monthly business volumes.

Objective and Scope of the Position –

- Responsible for identifying, evaluating and forging partnerships with Fintech's/NBFC's for STPL, BL, TWL & etc.
- Lead and manage efficient implementation and execution to drive business deliverables

Detailed Role & Responsibility of the Position –

- Scout for potential partners on co-lending opportunities across STPL, BL, TWL, etc.
- Conduct initial discussions on broader alignments with leadership on process & commercial
- Facilitate workshops with key stakeholders
- Outline SOP's & kick start necessary process documentations
- Source necessary alignments & approvals on process documents
- Facilitate legal discussions on documentation like BPA, Escrow, POA, Addendums etc. for execution
- Facilitate detailed UAT session & document observations & necessary fixes if any along with timelines & ownership
- Support go-live also monitor & address any initial glitches
- Efficient monitoring on disbursement & reconciliation activities
- Regular FLDG tracking & monitoring
- Portfolio tracking & monitoring & activate necessary controls as applicable
- Coordinate with internal & external stakeholders for any escalations from colent customers or partner teams

- Actively support time to time implementation of regulatory & compliance requirements in lieu with co-lending partners
- Enable monthly reconciliations & partner payouts

Requirements –

A.) Professional Experience:

- 8 to 10 years of relevant experience
- Project management skills
- Ability to work with cross functional teams
- Influential communication skills

B.) Education Background:

- Preferred postgraduate