

Job Description

| POSITION DETAILS | | | |
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| Functional Designation | General Manager- Small Channels | Department | Sales |
| Sub Department | STPL | HR Grade | GM |
| Location | Pune | Reporting Manager | DVP- Digital Partnerships |
| Job Purpose | | | |
| <p>The GM in this role will onboard & oversee the end-to-end engagement with channel partners. This role is pivotal in aligning business strategies & contributing to the monthly disbursement volumes.</p> <ul style="list-style-type: none">- Responsible for identifying, evaluating and forging engagements with Fintech's/NBFC's for STPL and other products.- Lead and manage seamless coordination & applicable integrations w respective partners to drive business volume | | | |
| Principal Accountabilities | | | |
| <ul style="list-style-type: none">- Scout for potential channels on partnership opportunities for STPL & other product lines- Assess strategic preposition & compatibility of probable channel partners- Conduct initial discussions on broader alignments with leadership on process & commercial expectations- Facilitate workshops with key stakeholders- Outline process note & engage in documentations- Source necessary alignments & approvals on process documents- Facilitate legal discussions on documentation like BPA, Service agreements, Addendums as applicable for execution- Conduct UAT session & internal signoffs- Launch partnership & monitor till it gets stabilized- Regularly track Funnel flow, Conversions, Pricing, Drop-offs analysis etc.- Track & monitor portfolio performance- Learn & implement best practices to drive process efficiency- Actively support time to time implementation of regulatory & compliance requirements in lieu of channel partners as necessary- Support monthly reconciliations & channel payouts- Negotiate on commercials & evaluate cross-sell opportunities regularly- Conduct half yearly reviews with channel partners to optimize the process & improve business | | | |
| Desired Profile | | | |

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- Minimum Qualification – Bachelor's degree in commerce, finance, economics (Master's preferred), CA, MBA
- Minimum 8-10 years of experience in lending space in channel & partnership management at a Bank / HFC / Large NBFC; experience in Channel management and performance analysis.
- Good understanding of Indian lending & Fintech industry.
- Candidate should possess effective communication, presentation and strong stakeholder management skills, inclination towards process automation and performance analysis.

Working Relationships