

## Job Description

POSITION DETAILS			
Functional Designation	Channel Manager – Business Loans	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 end-to-end management of open market channel partners (DSA) for Business Loans. The role requires that the candidate actively engages with the DSA for increasing the business share of Business Loans for Poonawalla Fincorp. The candidate will be a one-point contact for the DSA whether it is related to business, payouts, feedback from the market, etc. Primary job of the candidate is to drive Business Loans business from the DSA.</p>			
Principal Accountabilities			
<ol style="list-style-type: none"><li>1. The candidate must actively engage with the DSA and their regional teams to ensure growth of Business Loans business for Poonawalla Fincorp.</li><li>2. Requires ensuring that there is larger mind share of the DSA and that the regional teams are also aligned.</li><li>3. Requires keeping track of business with the help of MIS and analysis.</li><li>4. Review with DSA on performance and set targets for growth in business</li><li>5. Drive the focus products and segments for the organisation.</li><li>6. Review with sales teams on the business performance.</li><li>7. Ensure compliance of regulatory and organisation guidelines.</li><li>8. Working with product and policy to enhance the product basis market feedback.</li></ol>			
Desired Profile			
<ul style="list-style-type: none"><li>• Minimum Qualification – Bachelor's degree, Master's preferred specifically in Management.</li><li>• Experience – Minimum 10 plus years of experience in DSA management. Should be well known in the market and known amongst the DSA</li><li>• Excellent knowledge of Business Loans and competition products</li><li>• Candidate should possess effective communication and presentation skills, stakeholder management capabilities, inclination towards automation and extensive use of analytics.</li></ul>			
Working Relationships			