









1. Sales

-  Attracting potential customers to avail invoice factoring
-  Onboarding partners who could refer clients to avail our service
-  Performing initial checks on clients to confirm eligibility
-  Negotiate multiple offers with clients to offer best pricing



2. Credit

-  Financial underwriting for Suppliers & their associated buyers
-  Revising/Renewing the eligibility for entities with every new financial year
-  Allocating limits for each supplier-buyer relationship
-  Finalizing customer pricing such as rates, payment terms, approved limit etc

3. KYC

-  Collecting banking details & important documents from suppliers

4. Operations




-  Due diligence for multiple invoices from suppliers
-  Debt management and dunning reminders to buyers for repayment of funds

5. Finance




-  Responsible for final disbursement of funds to Suppliers

Additionally, I must ensure the requirements of the external users are being met as well.



1. Supplier

-  Access to upload invoices for funding (singular or bulk)
-  Provision to add buyers and check their approval status
-  Track their limit utilization, invoices financed and various other accounting statements

2. Partner

-  Refer clients onto the system to earn referral bonus
-  Track live status of client approval from VoloFin
-  View records of revenue earned from all referrals

3. Investor

-  Track their short-term, fully-secured trade receivable investments
-  Select Supplier-Buyer relationships to fund, and monitor their status