

Desired Candidate Profile

- 1) 5 - 7 years of experience in Housing Finance / Micro Finance Industry. Overall total experience of minimum 10
- 2) Team Management.
- 3) Strong communication skills internally - across various levels in the organization and externally - in market.
- 4) Business Set up and development, Productivity & Profitability across branches and region.

KRA For BDM : -

- 1) Recruitment of quality team.
- 2) Provide regular training on our Company's Policy, Process and Business model to all his RO, BM & BMCO.
- 3) Scale up retail conversion by executing daily activity at Dairies / Referrals / Sanyojaks / Loan melas / Periodical Societal marketing activities at each branch.
- 4) Daily reporting to PI / SH / VP
- 5) Coordinating with local, regional and central credit team as required.
- 6) To achieve the business targets as decided from time to time with policy and process.
- 7) Monitor team's performance and support them to achieve their business targets.
- 8) Identify opportunities and provide growth to deserving team members.
- 9) Maintain the regional loan book with quality & quantity portfolio.
- 10) Regular tour to all his respective branches.

Additional Information

- 1) Good writing skills in English language preferred.
- 2) Candidates who have completed their Masters in education preferred.

