

<b><u>Job Description – Deputy Manager/ Asst. Manager for Retail Assets - Direct Sales (Auto Loan / Education Loan)</u></b>	
<b>Position</b>	<b><u>Deputy Manager / Assistant Manager - (Retail Assets - Direct Sales)</u></b>
<b>Position Purpose</b>	Managing Day to Day Operations for - Accurately planning & forecasting the business from different sourcing channels, Successful execution of the strategies is required to achieve financial targets.
<b>Role &amp; Responsibilities</b>	<ul style="list-style-type: none"> <li>• Responsible for empanelling and development of Team members (DST) from the Auto Financing segment.</li> <li>• Responsible for achieving the sales and cross-sell targets, customer satisfaction, productivity and thus enhance profitability through the DST channel.</li> <li>• Responsible for establishing the Company brand and managing the sales and business development activities in the rate sensitive Auto Financing segment.</li> <li>• Responsible for managing the relationship with all sources of his team.</li> <li>• Responsible for Sales for the area assigned and all other transactions related to the particular area.</li> <li>• Information sharing to generate leads to new customers and process adherence.</li> <li>• Aggressively drive the sales numbers and achieve the business targets and through selling while continuing to enhance and upgrade the client relationships.</li> <li>• Retain and expand the company's base of customers for Auto Financing channel to ensure repeat business or referrals.</li> <li>• Identify and develop new builder/channel relationships to penetrate new markets and thereby increase business.</li> <li>• Periodic self-assessments including corrective action as needed and ensure appropriate training of the team regarding the same.</li> </ul>
<b>Job Specific skills</b>	<ul style="list-style-type: none"> <li>• 3 to 7 years of subject matter experience of this industry.</li> <li>• The incumbent is required to have a good knowledge and understanding of the local Auto Financing market.</li> <li>• Knowledge of compliance regulations as issued by NHB, RBI and the Organization.</li> <li>• Well versed with Loan Eligibility calculation, sanction process and disbursement documentation.</li> <li>• Candidate should have a risk-based approach / mindset to solving problems.</li> <li>• Skilled at multi-tasking with the ability to prioritize key deliverables and work in a fluid, fast-paced environment.</li> <li>• Strong analytical, mathematical and reporting skills.</li> <li>• A great attitude, an open mind, an eagerness to learn and a willingness to take initiative, no matter the task, is the top requirement.</li> <li>• Team player who can also function well independently.</li> <li>• Excellent written and oral communication skills.</li> <li>• The ability to learn new things quickly and implement them efficiently, within very tight timelines.</li> <li>• Advanced proficiency in Excel, Word, PowerPoint, and Outlook.</li> </ul>

<b>Educational Qualification</b>	<ul style="list-style-type: none"><li>• Graduate Degree is mandatory (50% &amp; above).</li><li>• Proven work experience in DST industry.</li></ul>
<b>Minimum Experience</b>	Minimum 3 years of experience
<b>CTC offered</b>	Compensation will not be a limiting factor for the right candidate and will be discussed on case to case basis
<b>Location of posting</b>	The candidate may be deputed to work with team(s) with the organization / any subsidiary of the parent organization if and as deemed necessary.