

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

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