Job Title: Sales Manager (Individual Contributor)
Product Focus: Home Loans (HL)
CTC: Up to ₹9-10 LPA
Rate of Interest (ROI): 9% to 11%
Company: Leading Housing Finance Company (HFC)

Key Responsibilities:

1. Drive Home Loan (HL) business through direct sourcing and channel partner engagement (including DSAs).
2. Manage the end-to-end sales cycle from lead generation, application sourcing, documentation, sanction to disbursement.
3. Ensure compliance with internal policies and regulatory norms at every stage of the loan process.
4. Maintain high standards of customer service and relationship management to drive repeat and referral business.
5. Achieve monthly and annual business targets in line with organizational goals.
6. Maintain regular MIS and reporting on leads, pipeline, and conversions.

Candidate Requirements:

1. Graduate (Post Graduate Preferred)
2. Proven stability in previous roles with consistent business performance.
3. Strong business acumen with a clear understanding of market dynamics in the Home Loan sector.
4. In-depth knowledge of the entire Home Loan process, underwriting norms, legal, technical, and compliance requirements.
5. Ability to independently manage and close large ticket-size transactions (Up to 1 Cr).
6. Excellent communication, negotiation, and client management skills.
7. Minimum 3-5 years of relevant experience with a reputed bank or HFC.

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