

Job Title: Sales Manager (DST) - Affordable Home Loans

Industry: Housing Finance

Age: Under 35

Experience Required: 5+ years in Home Loans, with minimum 2 years in team handling

Channel: Direct Sales Team (DST)

Job Description: We are hiring a dynamic and experienced **Sales Manager - Affordable Home Loans** for a reputed Housing Finance Company (HFC). The role involves managing a **Direct Sales Team (DST)** to drive business in the **Affordable Housing Loan** segment through field-based direct sourcing.

Key Responsibilities:

- Lead, manage, and mentor a team of Sales Officers to achieve business objectives.
- Drive customer acquisition through direct sourcing, field activity, and local market engagement.
- Provide ongoing training and performance feedback to team members.
- Coordinate with internal departments to ensure timely file processing and disbursement.
- Conduct regular market visits to understand customer needs and competitive offerings.
- Ensure compliance with internal policies and regulatory norms during the loan sourcing process.

Key Requirements:

- Minimum 5 years of experience in Home Loans, with at least 2 years in team management.
- Strong experience in direct sales and a deep understanding of the affordable housing market.
- Demonstrated leadership, communication, and team-building skills.
- Ability to work in a performance-driven and field-intensive environment.

Educational Qualification:

- Graduate from a regular university is a must.
- MBA preferred.

BFSI connect Placement Private Limited

Bridging the best talents, with Visionary companies

www.bfsiconnect.com | **Customer Support** - +91 840 1600 840 | Email - justask@bfsiconnect.com

Click the buttons below to explore live openings and download the **BFSI connect** App.

