BFSI connect
For your GOOD, we deliver BETTER.

Position: Relationship Officer / Relationship Manager (DST-Open Market)
CTC Range: As per State Minimum Wages + 10%-15% hike for experienced candidates + ₹1300 Conveyance + Attractive Incentives
Age Limit: 18 - 35 Years
Experience: Minimum 1 year of proven experience specifically in Home Loans and Loan Against Property (LAP)
Qualification: Graduate in any discipline
(***Candidates with 4+ years of relevant HL/LAP experience may be considered without graduation***)

Role Overview:
This is a front-line sales role responsible for generating and converting leads specifically for Home Loans and LAP through field activity, customer interface, and local market engagement. The role demands focused experience in secured loan products only.

Scope of Work:
- Customer acquisition through field travel and direct interaction.
- Recommending Home Loan and LAP solutions aligned with client requirements.
- Handling walk-in customers and conducting on-site visits for deeper engagement.
- Executing branding and marketing activities within the catchment area.
- Managing documentation and supporting the disbursal process.

Key Responsibilities:
- Achieve monthly and quarterly sales targets in Home Loan and LAP products.
- Deliver accurate product information and quality service to customers.
- Maintain visibility through group meetings, site promotions, and presentations.
- Handle collections for fresh EMI bounce cases.
- Actively participate in lead generation through branding and local marketing campaigns.

Key Result Areas:
- Consistent business generation in HL and LAP.
- High conversion rate from inquiries to disbursals.
- Positive customer experience and resolution of service queries.
- Strong presence and reputation in the local market.

Skills and Competencies:
- Sales expertise specifically in Home Loan and LAP domain.
- Excellent customer handling and persuasion skills.
- High initiative and result-driven mindset.
- Strong verbal and written communication.
- Proficiency in MS Office tools and web-based systems.
- Presentable personality with fluency in English, Hindi, and local language (preferred).

Preferred Background:
- Strictly candidates with relevant experience in Home Loan and LAP only.
- Candidates currently earning incentives in the same product line are preferred.

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