

Job Title: Branch Sales Manager - Loan Against Property (Individual Contributor)

CTC: Up to ₹5 LPA

Vertical: Loan Against Property (LAP)

Experience Required: 2-4 Years in **LAP/Mortgage** Sales

Sourcing Channel: **DSA Sourcing & Open Market**

Role Overview:

The role involves independently sourcing and closing **Loan Against Property (LAP)** deals through **DSA networks** and direct client engagements. This is a high-accountability sales role focused on margin-rich, secured loan business development.

Key Responsibilities:

1. Acquire LAP clients through DSAs and open market initiatives.
2. Drive disbursals by structuring deals suited to customer requirements.
3. Meet or exceed monthly/quarterly LAP sales targets.
4. Maintain documentation, compliance, and ensure faster turnaround time.
5. Work closely with credit and operations teams to ensure efficient processing.
6. Provide market intelligence on competitor activity, pricing, and product feedback.

Desired Candidate Profile:

1. 2-4 years of hands-on experience in **Loan Against Property (LAP)** sales.
2. Strong exposure to **DSA sourcing** is mandatory.
3. Demonstrated stability in career with no education or employment gaps.
4. Deep understanding of mortgage loan structuring, documentation, and processes.
5. Excellent client handling, communication, and business development skills.

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