

Location Head – Near Prime HL & LAP**CTC:** ₹10 LPA + Performance-Based Incentives**Target:** ₹8–10 Cr Portfolio**Team:** 3 RMs / SMs**ROI:** Starting 9%**Ticket Size:** Up to ₹1 Cr**Vertical:** DST (Connector Model)

About the Role

We are seeking a dynamic **Location Head** to drive **Home Loan & Loan Against Property (Near Prime)** business through **DST Connector sourcing**. This role demands a strategic leader who can deliver consistent portfolio growth, manage a high-performing team, and achieve revenue goals while maintaining portfolio quality.

Must-Have

- Proven track record in **Mortgage / LAP sales** with **team handling exposure**.
- Experience in **DSA / Connector sourcing**.
- Ability to manage **₹8–10 Cr disbursement targets**.
- Strong understanding of **Near Prime HL & LAP products**.

Key Responsibilities (KRA)

- Lead and drive **Home Loan & LAP business** in the assigned location.
- Build and manage a network of **DSA / Connectors** for sustainable sourcing.
- Achieve **monthly disbursement & revenue targets**.
- Guide and monitor a team of **3 RMs/SMs** for optimal productivity.
- Ensure **portfolio quality** and maintain ROI standards (9%+).
- Collaborate with credit & operations teams for smooth processing and disbursal.

Key Skills

- **Strong Relationship Management** with DSAs & Connectors.
- **Team Leadership & Motivation**.
- **Target-Oriented Approach** with strong business acumen.
- **Analytical & Negotiation Skills** for high-value deals.
- Excellent knowledge of **mortgage industry trends & compliance norms**.

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