

Job Title: Cluster Business Head - Affordable Home Loans (AHL) & Loan Against Property (LAP)**Experience:** Minimum 4–5 years**CTC:** Up to ₹10 LPA**Preferred Age:** Max Up to 35**Role Overview:**

We are hiring a Cluster Business Head (CBH) - **a designation equivalent to Branch Manager** - to oversee the business operations for Home Loans (HL) and Loan Against Property (LAP) in a dedicated Branch and defined geographic territory.

Key Responsibilities:

1. Manage branch-level operations and drive business performance for HL and LAP.
2. Achieve sales targets and ensure growth through effective lead generation and conversion.
3. Implement local strategies for customer acquisition, retention, and service excellence.
4. Ensure daily branch operations run smoothly and in full compliance with internal policies and regulatory standards.
5. Foster strong customer and stakeholder relationships to support business development.
6. Stay updated on market trends and competitor movements to maintain a competitive edge.
7. Handle escalations effectively to ensure a high level of customer satisfaction.
8. Track performance metrics and take timely corrective actions as needed.

Key Skills:

1. Strong leadership and operational management abilities
2. Deep understanding of HL and LAP products
3. Market-savvy with a customer-first approach
4. Excellent communication and relationship-building skills
5. Results-oriented with a focus on compliance and service quality

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