

Hiring: Loan Origination Officer / Loan Officer (Home Loan - Tele Sales)**Location:** Across Gujarat**Experience:** Fresher**Qualification:** Graduate (Any Stream)**CTC:** Up to ₹2.5 LPA + Attractive Incentives**Job Summary**

We are looking for energetic and customer-focused professionals to generate Home Loan business through tele-calling, appointment generation, customer follow-up, and coordination with the field sales team.

Key Responsibilities

- Call prospective customers from the assigned database.
- Identify Home Loan requirements and generate qualified leads.
- Schedule customer appointments for the field sales team.
- Follow up with customers for document collection and loan processing.
- Track cases from lead generation to loan login and submission.
- Update customer interactions in CRM/LMS.
- Generate customer references and referrals.
- Coordinate with Sales Officers to maximize conversions.
- Maintain quality standards and productivity benchmarks.

Performance Metrics

- 9 Hours Daily Login
- Minimum 3.5 Hours Talk Time
- Weekly Quality & Performance Reviews
- Adherence to TAT and Process Compliance

Skills Required

Communication Skills (Gujarati, Hindi & English) | Tele Calling | Customer Handling | Sales & Convincing Ability | Lead Generation | Follow-up & Coordination | Relationship Management | Objection Handling | CRM/LMS Knowledge | Basic Computer Skills | Customer Service Orientation

Candidate Profile

- Graduate in any discipline.
- Freshers are welcome to apply.
- Good communication and interpersonal skills.
- Positive attitude and willingness to build a career in BFSI Sales.
- Target-driven and customer-centric approach.

Why Join Us?

- ✓ Attractive Incentive Structure
 - ✓ Career Growth in Mortgage Sales
 - ✓ Training & Development Support
 - ✓ Opportunity to Work with Leading Financial Institutions
- Apply Now and Kickstart Your Career in the BFSI Industry!

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