

Designation: Deputy Manager – Mortgage Sales

Role/Functional Area: Team Leader

Location: Rajkot and Jamnagar

Experience: 2 Years -Team Handling

Salary: 4.5L + Lucrative incentive

Roles & Responsibilities:

- **Area/ Geography Mapping**
Responsible for allocation of geography at team level. Should work closely with his team members on geography mapping. Should audit and review the progress of area mapping on regular intervals and share the progress report with his superiors.
- **Source Relationship Management**
Responsible for managing the relationship with all sources of his team and geographic area.
- **Audit / Relationship / Coaching Calls**
Responsible to conduct Joint Calls daily with team which includes Source visits and Sales calls.
- **Channel Partner Recruitment**
Responsible for validation and empanelment of channel partners
- **Team Huddle**
Responsible for conducting team huddle on a daily basis as per the process laid down.
- **Weekly Team Review**
Responsible for implementation and review of goal sheet and weekly completion of Sales Patri II.
- **HSPL Hub Co-ordination**
Responsible for coordination with credit team on the logged in loan applications and update status to his team members.

Candidate Profile:

- At least a graduate with an inclination towards sales
- Should have at least 2 years of team handling experience
- Prior experience of working in home loan department would be an added advantage

BFSI connect Placement Private Limited

Bridging the best talents, with Visionary companies

www.bfsiconnect.com | **Customer Support** - +91 840 1600 840 | Email - justask@bfsiconnect.com

Click the buttons below to explore live openings and download the **BFSI connect** App.

