

Job Title: Branch Sales Head]

CTC: Up to ₹9.5 LPA

Product: Affordable Mortgage Loan (LAP)

Qualification: Graduate

Role Overview

The Branch Sales Head will be responsible for driving business growth, managing the branch sales team, and ensuring achievement of sales targets for Loan Against Property (LAP) products.

Key Responsibilities

- Drive LAP business and achieve monthly/quarterly targets
- Lead, manage, and motivate the branch sales team
- Build and expand DSA/channel partner network
- Ensure quality sourcing and adherence to credit/compliance norms
- Monitor market trends and competitor activities
- Maintain strong customer relationships and ensure service quality

Experience Required

- 5–10 years in secured lending (LAP/Home Loans)
- Team handling and branch sales experience
- Strong local market and channel exposure

Key Deliverables

- Business and disbursement targets
- Team productivity and performance
- Channel partner expansion
- Portfolio quality and compliance

Skills

Sales Leadership | Team Management | LAP/Mortgage Expertise | Channel & DSA Management | Business Development | Target Orientation | Negotiation & Closing | Customer Relationship Management | Market Intelligence | Basic Credit Understanding | Compliance Awareness | Communication & Interpersonal Skills | Problem Solving | Stakeholder Management

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