

Cluster Sales Manager - Affordable Home Loans & Mortgage Loans

We are seeking a highly driven **Cluster Sales Manager** to lead and grow **Affordable– Home Loans & Mortgage Loans** business. The ideal candidate will be responsible for driving disbursements, expanding the DSA network, and ensuring business profitability through strategic sourcing and strong market relationships.

Key Result Areas (KRA):

- Drive sourcing of **Home Loans & Mortgage Loans** in the Affordable segment.
- Develop and manage a network of **DSAs** to achieve business targets.
- Monitor sales performance, ensure target achievement, and manage productivity metrics.
- Ensure compliance with credit policy and documentation standards.
- Train, mentor, and motivate the sales team for higher productivity.
- Build and maintain strong relationships with DSAs, customers, and internal teams.

Must Have:

- Minimum **5-7 years** of experience in Home Loans & Mortgage Loans
- Proven track record in **DSA Sourcing**.
- Strong market knowledge of the Semi Prime segment.
- Prior experience in managing a sales team.

Skills:

Business Development | DSA Management | Team Handling | Target Achievement | Credit Policy Compliance | Negotiation Skills | Relationship Building | Sales Planning | Market Analysis | Communication Skills

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