

Job Description – Branch Sales Manager (Individual Role)**Organization:** Leading Housing Finance Company**Department:** Sales – LAP**Role:** Branch Sales Manager (Individual Contributor)**Locations:** Vadodara & Surat**CTC:** ₹3 – ₹5 LPA**Role Objective**

To drive secured lending business (LAP – ₹20 Lac & Above) through individual contribution by sourcing, relationship management, and ensuring high-quality portfolio growth.

Key Responsibilities

- Drive sales and business growth for Loan Against Property (LAP) segment.
- Achieve assigned sales targets through open market, connectors, and channel partners.
- Build and maintain strong relationships with customers, CPs, and real estate stakeholders.
- Manage end-to-end loan process by coordinating with credit, legal, and operations teams.
- Ensure quality sourcing and maintain healthy portfolio standards.
- Monitor and control early delinquency (EDA) and collections for own sourced cases.
- Identify new business opportunities and strengthen sales pipeline.
- Conduct field activities including client meetings, lead generation, and closures.
- Track market trends, competitor activity, and customer requirements.
- Ensure compliance with internal policies and regulatory guidelines.
- Develop and maintain long-term relationships with developers and channel partners.

Eligibility Criteria

- Age Limit: Up to 30 years (*No deviation*)
- Education: Graduate (Any Discipline)
- Preferred: MBA in Sales / Marketing / Finance

Experience Required

- 2 – 5 years of experience in BFSI sales
- Preferred experience in LAP / Mortgage Loans / Housing Finance / Banking
- Exposure to channel sales, connectors, and open market sourcing

Key Skills

Sales & Business Development | LAP / Mortgage Product Knowledge | Channel Partner Management | Customer Relationship Management | Target Achievement | Lead Generation & Conversion | Credit Coordination | Portfolio Quality Management | Collections & EDA Handling

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.

