

**Relationship Manager – Micro LAP / Retail LAP**

**CTC:** Up to ₹4.5 LPA | **Experience:** 1–6 Years | **Age:** Up to 32 Years | **Min Education:** HSC Pass | **Ticket Size:** Starts from ₹2 Lakhs

**About the Role (Thumbnail Paragraph)**

We are looking for a result-oriented **Relationship Manager** for our **Micro LAP / Retail LAP** business segment. The role involves developing and managing relationships with DSAs, sourcing quality business, and ensuring portfolio health. If you are experienced in LAP products and have strong market knowledge, this is your chance to grow with a dynamic team.

**Key Responsibility Areas (KRA)**

- Source **Micro LAP / Retail LAP** business through DSAs and other channels.
- Achieve monthly sales targets in terms of volume and value.
- Maintain strong relationships with channel partners to ensure consistent business flow.
- Conduct market visits to explore new business opportunities.
- Ensure documentation, compliance, and credit quality standards are met.
- Coordinate with credit, operations, and collections teams for smooth loan processing.

**Must Have**

- 1–6 years of experience in **LAP / Mortgage** product sales.
- Age not exceeding **32 years**.
- Minimum education: **HSC Pass**.
- Proven track record in achieving sales targets.
- Good understanding of LAP processes, documentation, and credit norms.

**Skills**

DSA Sourcing | LAP / Mortgage Sales | Market Relationship Building | Negotiation Skills | Target Achievement | Documentation & Compliance | Communication Skills | Local Market Knowledge

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