

Job Title | Sales Officer - Home Loans - DST
CTC | Up to ₹5.5 LPA

Brief

The Sales Officer (FOS) – Home Loans (Individual Contributor – Direct Sales) will be responsible for driving home loan business through direct sourcing channels. The role focuses on achieving individual disbursement targets by acquiring new customers, managing existing relationships, and building a strong local market presence. The incumbent will handle end-to-end sales processes including lead generation, customer engagement, documentation, and coordination with internal teams to ensure timely loan closures. The RM will also ensure portfolio quality, adherence to company and regulatory guidelines, and deliver a superior customer experience while contributing to sustainable business growth.

Key Result Areas (KRA)

- Achieve assigned individual sourcing and disbursement targets through direct sales.
- Generate leads via self-sourcing, referrals, and local market activities.
- Manage end-to-end loan process from lead generation to disbursement.
- Ensure documentation accuracy and coordinate with internal teams for timely closures.
- Maintain portfolio quality and comply with company policies and KYC norms.
- Build strong customer relationships to drive repeat business and referrals.
- Strengthen market presence in assigned territory.
- Maintain daily MIS and pipeline reporting.

Must Have

- Minimum **1 year of experience** in Home Loans / Retail Lending sales (Direct Sales preferred)
- Experience in **individual contributor role** with exposure to end-to-end loan processing
- Basic understanding of Home Loan products, documentation, and KYC norms
- Proven ability to achieve **individual sales targets**
- Strong customer handling and communication skills
- Willingness to work in field sales and develop local market presence
- **HSC (12th Pass) mandatory**; Graduation will be an added advantage

Skills

Direct Sales | Home Loan Sales | Lead Generation & Self-Sourcing | Customer Acquisition | Relationship Management | Target Achievement | Loan Documentation & Processing | Basic Credit Understanding | Field Sales & Market Development | Customer Service | MIS & Pipeline Reporting | Communication Skills | Problem Solving

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