

Regional Sales Manager – Prime Home Loan & LAP**CTC:** Up to 25 LPA**ROI Range:** 9.5% – 10.5%**Ticket Size:** Up to ₹2 Cr**Experience:** 10+ Years in Prime Segment**Age:** Up to 40 Years

We are hiring a seasoned **Regional Sales Manager** for **Prime Home Loan & LAP verticals**, responsible for driving high-value business across large-ticket customers. The role requires strong DSA sourcing expertise, relationship management, and proven stability in the prime mortgage segment.

Key Result Areas (KRA)

- Drive business acquisition in **Prime Home Loan & LAP** segment through DSAs.
- Deliver ticket sizes up to ₹2 Cr within ROI range of 9.5% – 10.5%.
- Manage and grow relationships with prime DSAs & channel partners.
- Ensure adherence to credit policies while maintaining portfolio quality.
- Achieve assigned disbursement and revenue targets.
- Lead, mentor, and motivate the sales team for consistent performance.

Must Have

- Minimum **10 years' experience** in Prime Home Loan & LAP.
- Strong DSA sourcing background in the Prime segment.
- Proven track record of stability (no major career gaps).
- Ability to manage high-value ticket sizes and ROI-based products.
- Strong leadership, communication, and negotiation skills.

Skills

Prime Home Loan | Loan Against Property | DSA Sourcing | High-Value Ticket Handling | Credit & Risk Understanding | Portfolio Quality Management | Sales Leadership | Revenue Growth | Relationship Management | Negotiation | Team Management

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