

Job Title: Sales Manager – Individual Role - Retail | Home Loans & Housing Finance (DSA Vertical)

Brief

We are hiring a target-driven Sales Manager - Retail Home Loans (DSA Vertical) responsible for sourcing and driving home loan business exclusively through the DSA channel.

- Role Type: Individual Contributor | Vertical - DSA Channel
- Product: Retail Home Loans & Housing Finance
- ROI Range: 10% - 12%
- Ticket Size: Up to ₹1 Crore
- Business Target: ₹2 Crore
- CTC: Up to 7.5 LPA

Key Responsibilities (KRA)

- Achieve assigned business target through DSA sourcing
- Develop, appoint, and manage active DSAs in the allocated geography
- Drive login-to-disbursement conversion by coordinating with credit & operations teams
- Conduct regular DSA visits to strengthen relationships and increase business
- Ensure sourcing quality as per company credit & compliance policies
- Structure cases within defined ROI range (10%-12%)
- Track daily pipeline (login, sanction, disbursement, rejection analysis)
- Address DSA/customer queries for smooth processing
- Maintain portfolio quality and control delinquency
- Provide competitor and market intelligence feedback

Must Have (Conditions Mandatory)

- 2-3 years of experience in Retail Home Loans / Housing Finance (DSA Channel mandatory)
- Strong existing DSA network in local market
- Proven track record of achieving ₹2 Cr+ business target
- Experience handling ticket size up to ₹1 Cr
- Strong understanding of credit policies & home loan documentation
- No career gap
- No unemployment history
- Age not more than 38 years
- Graduate (MBA preferred)

Skills

DSA Relationship Management | Channel Sales | Retail Home Loans | Business Development | Credit Assessment | Loan Processing Coordination | Target Achievement | Negotiation | Portfolio Management | Pipeline Management | Market Intelligence | Communication Skills

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.

