

Designation: Relationship Manager

Industry: Non-Banking Finance Company

Location: PAN India

Time of Joining: Immediate

Reporting to: Branch Manager / Cluster Business Manager

Company Background

Varthana Finance is a fast-growing NBFC, founded in 2013, with the vision of transforming affordable education in India. The company partners with affordable private schools by providing need-based, customized financing solutions that help improve infrastructure, strengthen teaching capabilities, and enable the adoption of modern learning practices. Driven by a purpose to make quality education accessible to every child, Varthana works closely with school leaders to support their growth and long-term sustainability. By empowering educators and institutions in underserved communities, the organization is playing a pivotal role in bridging the education gap and creating meaningful, scalable impact across the country.

Job Summary

Varthana is looking for Relationship Managers and Sales professionals to be a part of a dynamic, motivated, and highly productive Sales Team. The candidate would be required to identify schools and other educational institutions for taking loans and achieving business targets and handling the relationship with the client schools. Additional areas of responsibilities would include verification of KYC documents and customer profile, preparation of loan proposal documents, understanding and presenting basic credit profile and analysis of the customer, supporting post-approval documentation and processing, collection of overdue, understanding and processing of reports, and providing market intelligence information.

Key Role Deliverables

- **Sales Management:** Achieving disbursement targets in numbers, volumes & productivity.
- **Marketing Management:** Planning and executing marketing campaigns for loan products and generating revenue from them. Working towards building the brand image of the company.

- **Business Development and Relationship Management:** Building strong relationships with customers with the help of loan products and beyond loan initiatives.
- **Profitability Management:** Maintaining & optimizing profitability for the branch through managing costs and building a superior quality portfolio.
- **Delinquency Management:** Ensuring zero delinquencies for the branch by timely and effective collections.

The job would require visiting spoke locations for business development; so, regular road travel will be very much a part of the routine.

Preferred Profile

- Minimum Education Qualification: Graduation
- 1-3 years' experience in Sales in Financial Services / Education / MFI / Mortgages / SME loans / Insurance Industry
- Passionate for sales and experience in direct sourcing
- Influential communication skills in English and local language
- Working knowledge of computers and smartphones and the ability to maintain MIS
- Must be holding a valid driving license

Employee Benefits

Along with Best-in-Industry compensation, we offer benefits that go beyond the CTC.

- **Financial Benefits:** Financial Assistance Program, Travel & Expenses Reimbursements, Pension Scheme, and Tax Saving Options
- **Growth Opportunities:** Learning sessions, Further Education Programs, Internal Job Postings, and Talent Development Programs
- **Health & Wellness:** Health Insurance, Wellness Programs, Tele Consultation, Annual Health Checkup, and Psychological Counselling
- **Motherhood Benefits:** Extended Maternity leaves, Flexible work arrangements, and Child Care Benefits
- **Fun at Work:** Team outings, office parties, festive celebrations.