

Job Title: Relationship Manager / Relationship Officer

Location: Indore (Palasia Road)

Industry: BFSI – Housing Finance

CTC: Up to ₹38,000 Gross per month (considerable hike may be offered depending on current salary and stability)

Product

- Home Loan (HL)
- Loan Against Property (LAP)

Ticket Size

- LAP: Up to ₹50 Lakhs
- Home Loan: Up to ₹1 Crore

Experience

- Relevant experience in Home Loan or LAP sourcing
- Experience in HL + LAP combination will be preferred

Key Responsibilities

- Drive and achieve quarterly sales targets and business growth.
- Expand market presence through direct and indirect marketing activities.
- Build and manage strong relationships with Channel Partners / DSAs for business sourcing.
- Generate new customer leads through networking and partnership development.
- Provide excellent customer service and ensure smooth loan processing.
- Support the branch in building a quality and credit-worthy loan portfolio.
- Assist in team guidance, ideation, and training to enhance sales productivity and brand awareness.
- Coordinate with internal teams for documentation, processing, and disbursement.

Key Skills

Home Loan Sourcing | Loan Against Property (LAP) | Channel Partner Management | DSA Network | Customer Relationship Management | Sales & Business Development | Lead Generation | Market Development

Profile Validation Criteria

- Candidate must have stable employment history.
- No unusual career breaks.
- Good personality and communication skills suitable for a customer-facing role.
- Candidates currently working with Corporate DSA firms should be avoided.

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