

JOB DESCRIPTION | AREA MANAGER – PRIME LAP

Position: Area Manager – Prime LAP

Role Type: Individual Contributor (IC)

Product: Prime Loan Against Property (LAP)

ELIGIBILITY & COMMERCIALS

Age: Maximum 33 years

Education: Full-time graduate or above

Sourcing: DSA channel only

Monthly Business Target: ₹5 crore month-on-month

Expected ROI: 9.5%–11%

Compensation Reference: Senior Executive – ₹12 LPA; Assistant Manager – ₹17 LPA

KEY RESPONSIBILITIES

- Source Prime LAP business exclusively through the DSA channel and achieve monthly business targets.
- Develop and manage relationships with existing and new DSA partners.
- Drive quality sourcing and ensure achievement of monthly disbursement targets.
- Coordinate with credit, underwriting, and operations teams for smooth processing and disbursement.
- Maintain portfolio quality and ensure adherence to credit policies, sourcing guidelines, and ROI expectations.

IDEAL CANDIDATE PROFILE & SKILLS

Prime LAP Sales Expertise • Established DSA Network • Proven ₹5 Crore Monthly Business Track Record • DSA Relationship Management • Business Development • Loan Sourcing & Disbursement • Credit Policy Awareness • Portfolio Quality Management • Independent Target Achievement

JOB LOCATIONS

Delhi • Mumbai (Andheri & Thane) • Vadodara • Bengaluru • Ahmedabad • Rajkot • Coimbatore • Chennai • Ludhiana • Surat • Indore • Mysuru • Warangal • Hyderabad • Vijayawada

Interested candidates with relevant Prime LAP experience and a strong DSA network can connect with BFSI connect.

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