Designation: Sales Manager
Product: Affordable Home Loans
CTC: Up to ₹4.5 LPA + Attractive Incentives
Ticket Size: Up to ₹1 Cr
Rate of Interest (ROI): 9%-13%
Age Criteria: Below 35 Years

Job Description
We are looking for a dynamic and result-oriented **Sales Manager - Affordable Home Loans** who will be responsible for driving business through open market channels and DSA sourcing. The ideal candidate should have a strong track record of incentive earnings in the current role and proven expertise in affordable housing loan sales.

Key Responsibilities
- Source Affordable Home Loan business through **DSAs, connectors, and open market channels**.
- Achieve assigned sales targets in terms of volume and value.
- Maintain strong relationships with DSAs, channel partners, and customers.
- Ensure smooth processing of files and timely disbursement of loans.
- Cross-check customer eligibility and creditworthiness as per company policy.
- Work closely with credit and operations teams for seamless customer experience.
- Consistently drive business while maintaining compliance and policy guidelines.

Must Have
- **Currently earning incentives** in the existing role.
- Strong knowledge of **Affordable Housing Loan products** and market dynamics.
- Ability to manage DSAs and open market sourcing.
- Proven sales track record in achieving and exceeding targets.

Skills Required
- Sales & Negotiation Skills
- Strong Relationship Building & Retention Ability
- Knowledge of Mortgage Products & Housing Loan Policies
- Communication & Persuasion Skills

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