

**RECRUITMENT OF ASSISTANT GENERAL MANAGER - SALES FOR
CHENNAI**

POST CODE: AGM (Sales) - CO- AUGUST 2019

Position: Assistant General Manager - Sales

Location: Corporate Office, Chennai

Profile:

Achieving growth and hitting sales targets by successfully managing the sales team at PAN India level. Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence in all geographies.

Eligibility:

- Age not exceeding 35 years as on 01.08.2019 (relaxation upto 10 years can be considered based on commensurate, relevant prior experience for deserving cases based on Management discretion)
- Any Graduation (10+2+3 format) from a UGC recognized university. Post graduation & professional qualification shall be given additional weightage. Graduates from Open University will not be considered.
- Minimum 7 years experience (for age not exceeding 35 years) in HFCs/ Banks/ FIs in HOME LOAN. For further age relaxation, commensurate additional experience would be required.
- Should have good communication & interpersonal skills.
- Should be ready to travel extensively.
- Fluency in English besides Tamil is a must while working knowledge of Hindi will be an added advantage.
- Early joining will be preferred.
- For recruitment in all cadres, candidates (internal-applying for lateral entry / external) having pending disciplinary action against them at the time of applying for the position or having been punished under disciplinary proceedings in last 5 years will not be considered eligible. All appointments are subject to satisfactory reference / background verification.

Job Description:

- All works pertaining to business development including Sales & Marketing activities to ensure improved log in, sanction & disbursement meeting business target of the company.
- Planning and Deployment of monthly Volumes/activity, by reviewing the productivity Matrix.
- Monitoring and achieving Annual/Quarterly/Monthly sales volume and Profit Volume for the company.
- Conduct exceptional review to ensure adherence to laid down processes.
- Understanding strengths and vulnerabilities of major competitors and developing sales strategies.
- Ensure profitability targets are met and keep a tab on the early warning signals if any.

- Responsible for identifying and development of sales channels to boost the growth of the company's core business of Home Loans, Mortgage Loans and ancillary business of insurance under the corporate tie-up arrangement.
- Should assume leadership in development of products under Home Loans, Mortgage Loans comparable with peer lenders and develop teams to drive business growth. The products should be compatible with the risk appetite of the company and result oriented.
- Develop a plan to tap potential segments and increase market share.
- To keep updates of the market and regulatory trends in the sector and adopting necessary changes to the business model to leverage on the same.
- Keep abreast of product, market and regulatory developments.
- Drive quality to reduce rejections and improve TAT.
- To source quality and quantity business as per corporate target in conformity with the credit policy of the company. Liaising with DSA/DST/ Channel partners.
- Continuously evaluating/validating customer risk profiles and programs to ensure that they are relevant to business.
- Manage attrition, review manpower numbers and ensure capability building within the existing team.

Other Areas:

- Should be familiar with the housing finance market with good network and contacts with builders etc.
- Adapt in canvassing business, branding and sourcing proposals.
- Should possess good communication & interpersonal skills to lead, manage and motivate a team.
- Team management skill and leadership qualities are essential.
- As the job would require extensive travelling, mobility is must.

Pay & Perquisites:

CTC starting from Rs. 12-15 lakhs per annum (fixed + variable, depending on fitment based on experience, performance in the selection process). Experienced candidate would be compensated suitably as per market norms and Management discretion. Leased accommodation and official vehicle wherever necessary will be provided at the Company's discretion. Probation period: 1 year.

How to Apply/ Attend the Interview:

Eligible candidates are requested to apply only as per the enclosed bio-data format (along with NOC if applicable). Applications shall be sent only by post/ courier. Applications sent in any other format/ sent by any other mode will not be considered.

Applications in a sealed envelope super-scribing the **"Application for the post of AGM (SALES) - Corporate Office - August 2019"** shall be forwarded to the address as given below to reach the addressee **on or before 5 pm on August 17, 2019:**

**The General Manager (HR)
Repc Home Finance Limited
3rd Floor, Alexander Square
New No. 2/Old No. 34 & 35
Sardar Patel Road, Guindy
Chennai- 600 032**

Applications received after due date and in any other format except the prescribed bio data format or through any other mode except by post/ courier will not be considered.

The shortlisting will be done as per the prescribed criteria and as per management discretion depending upon the number of applications received. The shortlisted candidates shall be called for further selection process subsequently. The date & venue & mode of the same will be communicated to the shortlisted candidates individually in due course. The Company reserves the right to accept/reject any/all applications and/ or modify any of the eligibility conditions without assigning any reason or even abandon the recruitment process. The Company also reserves the right to offer suitable cadre/emoluments to candidates as per its own discretion depending on profile, past experience and performance in the selection process etc. No further communication/ correspondence in this regard after submission of application will be entertained. Bringing external influence will lead to disqualification.
