

RECRUITMENT OF MANAGER – SALES FOR CHENNAI, COIMBATORE AND MADURAI LOCATIONS

Post Code: MANAGER – SALES – OCTOBER 2023

Position: Manager

Location:

Chennai, Coimbatore and Madurai

Profile: Meeting business targets, generating and converting business leads, acquisition and retention of customers, tie up with builders/promoters, initiating sales and marketing campaigns, improving brand awareness in the location of operations, developing channels of business

Eligibility:

For Managers:

1. Age not exceeding 28 years as on 01-10-2023 (relaxation generally up to 40 years of age can be considered based on commensurate, relevant prior experience for deserving cases based on Management discretion).
2. Minimum 3 years of experience (for age not exceeding 28 years) in Housing Finance/ Retail Lending/ Marketing of Financial products (Home Loan)/ branch operations in HFCs/ NBFCs/ Banks. For further age relaxation, commensurate additional experience would be required.

Desired Profile:

1. Any Graduation (10+2+3 format) from a UGC recognized university in regular class room course. Post-graduation & professional qualification shall be given additional weightage.
2. Candidates have to specify in the Bio Data form for which position they are applying (Manager).
3. Extensive in-depth knowledge of local housing finance market with good networking capacity with builders / developers is a must.
4. Fluency in respective regional language (read, write & speak) and Hindi besides English is must.
5. Early joining will be preferred.
6. For recruitment in all cadres, candidates external applying 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.
7. No requests for transfer would be considered for a period of 3 years.
8. Candidates terminated by any previous employers are not eligible to apply.
9. RHFL Internal candidates are not eligible to apply.

Job Description:

- To source qualitative business (home loan) as per target given in conformity with the credit policy of the Company.
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.
- To carry out works pertaining to branch sales operation such as customer service, ensuring branch business development, meeting business target of the branch, marketing, publicity and other works.
- To check preliminary due diligence & credit limit of the customers and scrutinize all the documents pertaining to the property (Property Visits, Preparation of CAM sheets)
- To validate the genuineness of the customer by verifying his KYC and other related documents.
- To ensure effective brand building and business promotion (through various marketing and sales activities)
- Collection and reporting of market development in the branch.
- To ensure prompt and best client service.
- Any other work as assigned from time to time.

Key Competencies Required

- Good communication skill - verbal and written
- Negotiation skill
- Interpersonal skill, leadership qualities and team management
- Multitasking ability
- Planning and organizing skill
- Target orientation
- Proficiency in MS-Word

Pay & Perquisites:

Monthly Gross Pay starting from Rs.60,000/- per month for Manager Cadre + Variable Performance Incentive as per extant policy of the Company. However, experienced candidate would be compensated suitably as per market norms and Management discretion, based on prior experience and performance in the selection process.

PROBATION: 1 year (extendable based on performance)

Eligible candidates are requested to attend a **WALK IN INTERVIEW** with all original testimonials and pay slip for the last 3 months along with 1 set of photocopy of all documents, 2 color passport size photos, 1 KYC document and 2 sets of duly filled in Bio data as per enclosed format at the following venue on stipulated date and time:

DATE : 19-10-2023 (Thursday) TIME : 10 am - 5.00 pm (Candidates must register between 10 am to 11 am) VENUE : Corporate Office , 3 rd Floor, Alexander Square, New No. 2, (Old No. 34 & 35), sardar patel Road, Guindy, Chennai - 600032 Contact: 044-42106650, 9940056101, 7823942864
DATE : 20-10-2023 (Friday) TIME : 10 am - 5.00 pm (Candidates must register between 10 am to 11 am) VENUE : No.96, Mena House, 2Nd Floor, Alagar Koil Road, Thallakulam, Madurai - 625002. Contact: 00452-2527208, 7824898494
DATE : 21-10-2023 (Saturday) TIME : 10 am - 5.00 pm (Candidates must register between 10 am to 11 am) VENUE : No.8/26, 1St Floor, Indian Red Cross Building, Hozur Road, Coimbatore-641018 Contact: 04222215916, 8939901787

The Company reserves the right to accept/reject any/all candidates 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 will be entertained from the candidates. Bringing external influence will lead to disqualification. Company's decision in this regard shall be final and binding.

For eligible candidates of Repco Group of institutions (other than RHFL), NOC from the Competent Authority has to be obtained before applying for the above position.
