

Pls find the JD :

Job Purpose	
Sales executive is the primary interface of the company with the customer as well as various sourcing channels through which we source business	
Qualification	Graduates
Relevant Experience	0-3 Years, Major in Age (Not Minor) , NOC from other institution (if coming from another FI/ employer) , having Smart phone and know to take pictures and uploading in computer , CIBIL should be non defaulter.
Functional Competencies	Knowledge of regional Language , written and verbal knowledge of Hindi and English , comfortable with sales , marketing activities and collection capabilities , having general knowledge of normal title documents of property.
	Should be preferably from local area having geographical know how of the place
Behavioural Competencies	Customer Focus, Integrity
	Bias for Action and Urgency, Dramatic Growth
	Hard Work and Detail Orientation

Job Responsibilities	
Financial Responsibilities	To understand the core of the Company s business philosophy and methodology
	To execute the thought process towards product and pricing
	To generate potential business leads from sourcing channels
	To identify and assess the potential of the designated market
	To assess the customer profile, collect necessary documentation and recommend customers to credit buyers for approval
	Also responsible for Asset verification and Non starter-Early default cases
	Prospect New and Existing Customers to generate Sales
	Manage relationship with dealers, Commercial Associates, referrals and other sourcing channels to ensure that business volumes are generated through these channels.
	Monitor deferrals and post disbursement documents and ensure that these are collected in a timely manner

	To be responsible for minimum first six month collection from his self sourcing customers
	Also responsible for Asset verification and Non starter-Early default cases
	To ensure his own threshold targets are met every month
	Achievement of Volume targets - monthly , Quarterly and Yearly
	Timely service customer service requests and build relationships with key opinion makers to ensure that we get repeat and referral business through our customers and are their preferred choice of financier
Non Financial Responsibilities	To understand the core of the Company s business philosophy and methodology
	Explain the terms and conditions to the customer with full transparency and clarity in line with the company's motto of 4Fs – Fair, Fast, Flexible and Friendly
	Provide timely feedback on customers to the channels
Compliance & Risk Responsibilities	DCR has to submit on daily basis to his senior either in the evening or next month morning