

Recruitment Drive - Loans to Retailers

Job Description- Loan Officers

We are looking for **Loan Officers** to be responsible for generating leads and meeting sales goals. This outbound/field job requires basic understanding of sales process and dynamics with good interpersonal skills.

Job Responsibilities

- Promote Individual Business Loans and MSME Products to retailers within a specific area
- Visit Retail Outlets, generate leads and convert them into potential customers
- Maintain relationships with the existing as well as new clients
- Ensure collection of loan and recurring deposit installments on-time, primarily using standing instructions from customer
- Capable to achieve the monthly business targets and revenue goals.
- Should have sound judgement skills while providing Instant loan, Instant Debit Card, Instant Current and Recurring deposit account
- Should be good with numbers and possess basic skillsets to perform cash flow analysis of the retail outlets
- Help in building Current Account balances
- Keep an eye on competitor's product and market strategies and update the same to his/her reporting officer.
- Should possess the skill to work both in team and perform independently

Skills and Qualifications Required: Field Officers/Loan officers

- **Fresh Graduates (Preferred)**
- **Candidate with 1-3 years' experience** in NBFC, Banks, MFIs, or Field Sales jobs (FMCG, Pharma, etc.) will be preferred.
- The ability to sell
- The ability to handle customers efficiently
- Possess excellent communication and verbal skills
- Negotiation Skills
- Having high degree of self-motivation and ambition
- Capability to grow in a competitive environment
- Proficiency in English, Vernacular & Hindi Language
- Owning Two-Wheeler and Driving License is mandatory
- Indemnity Bonds

Note: Please note that Job location will be decided by the company based on business requirements and company policy.