

<b>Company</b>	Centrum Group subsidiary
<b>Division</b>	Debt Syndication & Advisory
<b>Segment</b>	Corporate DSA & Channel partner network
<b>Designation / Title</b>	Area Head - Business Development
<b>Total years of Experience</b>	10 +
<b>Educational Qualification</b>	Graduation (Commerce)/Post Graduation (Finance)
<b>Roles and Responsibilities (Indicative)</b>	<ul style="list-style-type: none"> <li>• Sales profile having good Channel Partner / Connector network.</li> <li>• Should have worked in business development profile and should have actively generated leads/business for various loans and debt products like LAP, Business Loan, Working capital Loan, Supply chain finance, Home loan etc.</li> <li>• Ability to generate business directly through clients or through connectors, DSAs, channel partners like CAs, Bankers, other intermediaries etc.</li> <li>• Should have some understanding of the lending products available in the market to suit the requirement of the clients.</li> <li>• Knowledge about and relationship with Lenders i.e. Banks /NBFCs/other lenders will be added advantage.</li> </ul>
<b>Job locations</b>	Mumbai, Bengaluru, Hyderabad, Pune, Chennai, Ahmedabad.
<b>Prerequisites</b>	<ul style="list-style-type: none"> <li>• Strong marketing skills and business development attributes.</li> <li>• Have worked with either Corporate DSAs or having own Connector / Channel partner set-up is preferred. Can also be working with Banks / NBFCs / other Financial Institutions handling DSA/Connector network for sourcing loan products for respective institution.</li> <li>• Leadership skills and ability to lead teams across multiple areas/locations.</li> <li>• Self-motivated with positive attitude and should be team player.</li> <li>• Good verbal and written communication skills.</li> <li>• Have an understanding of the assessment and sanction process of the loan.</li> </ul>
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