

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