

JOB DESCRIPTION

Position	Sales Manager (Housing Finance)
Level	Assistant Manager/ Manager/Sr. Manager
Reporting to	Regional Sales Manager
Purpose of the Role	<ul style="list-style-type: none"> • Primarily Revenue and volume driver of the product. • Establishing Magma brand amongst the stake holders i.e. Customers, Dealers and DSA network and achieved through proper leadership of the Sales Force.
Principal Responsibilities	<ul style="list-style-type: none"> • Channel Management: To build long term and sustainable relationship with the Channels and maximize the leads flowing to the Company. • Disbursement Target: To achieve disbursement targets as per budget which is based on market potential and Magma's growth aspirations. • IRR: To implement Product/customer segment/location mix leverage the strengths of Magma for maximizing IRR • Productivity: Map responsive channels to FOS and thereby ensure adequate and consistent sourcing. Lead, monitor & supervise the field sales force to improve conversions • Attraction & Retention of Talent: Identify and recruit performers from the market and ensure that capacity is built up as per budget projections through proper training and inspire the team to become highly productive thereby enabling them to maximize their incentives • Cross Selling: Aggressively pursue Insurance Conversions and other fee based income • Regular interaction with various depts. i.e. Collections, Operations, Credit and Sales team. • Team Management: Managing a team of 4-8 Field executives and DSA
Candidate Specifications	Min 3-6 years of mortgage experience