

Job Description

Territory Manager-(19000EGU)

Description

Job Specification:

We are seeking self motivated and resilient individuals to fill our position of Territory Manager. If you are a team player that has the ability to manage a team, maintain strong relationships, foster co-operation and communicate effectively across different mediums, you are a perfect fit in IDFC First Bank.

As a Territory Manager, your main task at hand will be the sourcing loans from market using DSAs/DSTs and existing channel partners. You will also be responsible for establishing a quality portfolio. You are required to source the loans while complying with the guidelines set forth in the company sales policy. The execution of these tasks must be accomplished in such manner which is both sales supportive and risk averse.

Job Responsibilities:

- The person in this role will be responsible for sourcing and managing channels from the market and acquiring business from them.
- The incumbent will be responsible for quality portfolio by minimizing delinquency and rejection.
- Extensive knowledge of retails assets, products, operations, and current market trends will be added advantage.
- The incumbent should have good networking and relationship building skills.
- The incumbent has to be target oriented with ability to handle multiple tasks.
- To identifying the need of changing market trends, channel development

Qualifications

- MBA or full time Graduation in any specialization

Primary Location: Hyderabad-Malik Towers

Job: JF082_Sales

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