



REPCO HOME FINANCE LTD

(Promoted by REPCO Bank - Govt of India Enterprises)

Corporate Office: 3rd Floor, Alexander Square,

New No: 2(Old No 34&35) Sardar Patel Road, Guindy, Chennai - 600032

PH: 044 42106650 HRD PH: 9962235359,7823942864

Repco Home Finance Limited (RHFL) established in the year 2000, a housing finance company (HFCs), registered with National Housing Bank and regulated by Reserve Bank of India is inviting applications for **RECRUITMENT OF SALES MANAGER IN THE CADRE OF MANAGER FOR HYDERABAD REGION.**

Post Code: SALES MANAGER – MAY 2025

Position: MANAGER

Location: REGIONAL OFFICE HYDERABAD

Eligibility:

For Managers:

1. Age not exceeding 35 years as on 01-05-2025 (relaxation generally up to 45 years of age can be considered based on commensurate, relevant prior experience for deserving cases based on Management discretion).
- Minimum 7 years of experience (for age not exceeding 35 years) in Housing Finance, managing a team of Sales Executives in HFCs/ NBFCs/ Banks. For further age relaxation, commensurate additional experience would be required.
2. Presently holding a role in the cadre now equivalent to or not lower than that of Assistant Manager (Deputy Manager) cadre/Manager cadre.
3. Any Graduation (10+2+3 format) from a UGC recognized university. Post-graduation & professional qualification shall be given additional weightage.
4. Candidates have to specify in the Bio Data form for which position they are applying (Manager) followed by the desired location.
5. Extensive in-depth knowledge of local housing finance market with good networking capacity with builders / developers is a must.
6. Fluency in respective regional language (read, write & speak) and Hindi besides English is must.
7. Early joining will be preferred.
8. For recruitment in all cadres, external candidates applying, having pending disciplinary action against them at the time of applying for the position or having been punished under disciplinary proceedings in last 5 years will not be considered eligible. All appointments are subject to satisfactory reference / background verification.
9. Candidates terminated by any previous employers are not eligible to apply.

Desired Profile:

- Should possess exposure to Housing Loan Sourcing Channels in the desired area of deployment.
- Adept in sourcing of HL proposal above Rs.25 Lakhs with an average ticket Size of 50 – 75 Lakhs.

- Should possess experience in sourcing and handling self-employed & Non Documented income profiles from a Housing Loan perspective.
- Needs to be Highly Performance oriented

Job Description:

- To ensure that Unit Level Business Volumes are achieved on a Monthly Basis.
- To recruit, train and drive the off rolls sales team for desired results.
- To plan & implement Marketing activities for achieving Business volumes.
- To ensure desired WROI & Fees Collection.`
- To augment & maximize other income stream by Cross-Selling of Insurance products
- To ensure prescribed Portfolio / credit quality at Sourcing level
- To appoint DSA's and connectors for achieving targets.
- To ensure viability / Productivity of the assigned team
- To ensure prescribed TAT & Customer service
- To develop and maintain relationship with sourcing channels

Key Competencies Required

- Good communication skill - verbal and written
- Negotiation skill
- Interpersonal skill, leadership qualities and team management
- Multitasking ability
- Planning and organizing skill
- Target orientation
- Proficiency in MS-Office

Pay & Perquisites: Negotiable based on Current CTC + Attractive incentives.

PROBATION: 1 year

How to Apply:

Eligible candidates are requested to apply only as per the enclosed bio-data format (along with NOC if applicable and with detailed CV). Applications shall be sent by email/post/courier. Applications sent without the Bio Data format will not be considered.

Applications in a sealed envelope super-scribing the **“Application for RECRUITMENT OF SALES MANAGER in the cadre MANAGER - MAY 2025 shall be forwarded to the address as given below to reach the addressee on or before 5 pm on MAY 20, 2025:**

By Post/ Courier to:

The GM (HR)
Repco Home Finance Limited
3rd Floor, Alexander Square
New No. 2/Old No. 34 & 35

By mail to:

recruitment@repcohome.com
(With scanned Bio Data format and detailed CV)

Sardar Patel Road, Guindy
Chennai- 600 032.
Contact Number: 99622 35359

Applications received after due date and without prescribed Bio Data format or through any other mode/ by hand except by post/ courier will not be considered.

The shortlisting will be done as per the prescribed criteria and as per management discretion depending upon the number of applications received. The shortlisted candidates shall be called for further selection process subsequently. The date & venue & mode of the same will be communicated to the shortlisted candidates individually in due course. The Company reserves the right to accept/reject any/all applications and/ or modify any of the eligibility conditions without assigning any reason or even abandon the recruitment process. The Company also reserves the right to offer suitable cadre/emoluments to candidates as per its own discretion depending on profile, past experience and performance in the selection process etc. No further communication/ correspondence in this regard after submission of application will be entertained. Bringing external influence will lead to disqualification.

For eligible candidates of Repco Group of Companies, NOC from the Competent Authority has to be obtained before applying for the above position.
