

Job Title: DST Manager

Location: Delhi, Hyderabad, Bengaluru, Jaipur, Chennai

Job Description:

- Lead a team of 10 – 25 DST executives
- Managing Sales, Market penetration, Loan appraisals, Operations, Legal & Technical, and Collections.
- Implementing & launching of new products
- Formulation & implementation (Marketing Activity) of Sales promotion plans to increase sales
- Responsible for the Profitability through the DST Channel
- Responsible for monthly performance evaluation of branch through the monthly meetings.
- Complete control of NPA and overdue cases sourced and their overall reduction to minimal
- Closely monitoring profitability analysis for securing high ROI & increase retention levels
- Actively participate in hiring of DST executives
- Supervise timely feedback/ MIS & Reporting to National Sales Head
- Monitor daily activities of the DST Executives

Required Skills:

- Effective in Team Management
- Confident and Effective communicator
- Strong Networking skills
- Target oriented

Education and experience:

- 4-6years experience in mortgage, preferred in affordable housing
- Any graduate or post graduate,
- MBA would be an added advantage