



<https://eduvy.in/job/head-lending-partnerships/>

Head – Lending Partnerships

Description

Positions Open : 2
Joining Date : Immediate

We are looking for an experienced person in Lending (NBFCs/Banks/Wealth Management Firms) sector who has prior experience of closing B2B deals with NBFCs/Banks/Wealth Management Firms.

Preference would be given to candidates who have an experience in Lending Sector..

Hiring organization

Eduvy

Employment Type

Full-time

Job Location

Mumbai

Working Hours

9:30 AM – 5:30 PM

Date posted

May 22, 2021

Responsibilities

- -> Build and handle end-end collaborations with new Lending Firms (NBFCs or Banks).
- -> Relationship Building with the Lending Firms.
- -> Strategies onboarding of Lending Firms as per the business requirements. Make sure TAT is followed by all lending firms in their disbursals.
- -> Ensure Credit line available should always be greater the Demand.
- -> Maintaining relationships with key people in the Finance industry and liaising with relevant NBFCs/Banks/Wealth Management Firms.
- -> After onboarding new Lending firms; Training the Eduvy BDs, RMs and Lender's team about the Eduvy product and how it should be inclement.
- -> Develop and update strategies to build partnerships with new Lending Firms.
- -> Creating product awareness across all institutes.
- -> Act as a bridge between the company and its current market and future markets.
- -> Possess excellent team building and people management abilities
- -> Good Communication Skills.
- -> Coordination with Sales, Operation and Technology team for smooth processing.
- -> Work in a structured and organized manner.
- -> Must have his/her weekly agenda.
- -> Lead a team of RMs for the lending firms

Qualifications

- -> CA/Engineer/Lawyer/MBA-Finance and Marketing/ Investment Banker/ Finance Credit.
- -> Graduates and Post Graduates.
- -> Min 4+ years of Experience in relevant industry.
- -> Thorough knowledge of **Microsoft PowerPoint, Word and Excel.**

Job Benefits

(As per industry standards)

Interested candidates please send your updated CV to infoeduvy@gmail.com

Contacts