



HOME FIRST FINANCE COMPANY

Position	Branch Manager
Job Description	<p><u>Portfolio Management</u></p> <ul style="list-style-type: none"> • Handling the P&L for a housing loan portfolio of Rs 50 crores, consisting of 500-1000 customers • High collection efficiency and minimum NPAs for the portfolio • Highest levels of customer service measured through Net Promoter Scores for the portfolio • Operational efficiency and accuracy measured via various operational metrics <p><u>Sales and Business Development</u></p> <ul style="list-style-type: none"> • Market intelligence and mapping to identify potential growth areas for affordable housing • Developing new builder relationships and distribution channels for maximum loan growth • Nurture existing builder relationships • Sales promotions and product launches to build market presence and push sales <p><u>Leadership</u></p> <ul style="list-style-type: none"> • Lead a team of 5-10 MBA graduates who are involved in sales, business development, credit, collections and customer service at the branch • Coach, mentor and motivate the team members to bring out the best results
About HFFC.	<p>HFFC is a young Housing Finance Company founded by two eminent bankers – Jerry Rao and P S Jayakumar. Bessemer Venture Partners, a 100 year old US based PE Fund and TATA Capital Growth Fund are investors in HFFC</p> <p>HFFC provide housing loans to low and middle-income individuals. A majority of our customers are first time home buyers and find it challenging to deal with big financial institutions for their home loan requirements. Loan amounts for these homes typically vary between 1 lakh to 30 lakh Rupees.</p>
Location	Pune, Ahmedabad & Jaipur
Compensation	6 – 9 Lakhs p.a.

Work Experience	<p>Experience of up to 5 years in Field Sales, Business Development, Collections or Branch/ Channel Management.</p> <p>Great opportunity for Relationship Managers who want to become Branch Managers after 2-4 years of experience in field-sales, business development or collections.</p> <p><u>Candidates with more than 5 yrs of work experience need not apply</u></p>
Contact Details	<p>Interested candidates may drop in your resumes with an appropriate subject line at careers@homefirstindia.com</p>