



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 CITY SALES MANAGER IN THE CADRE OF ASSISTANT GENERAL MANAGER FOR HYDERABAD REGION.**

Post Code: AGM - CSM /MAY 2025

Position: ASSISTANT GENERAL MANAGER

Location: REGIONAL OFFICE HYDERABAD

Eligibility:

1. Age not exceeding 40 years as on 01-05-2025 (relaxation generally up to 52 years of age can be considered based on commensurate, relevant prior experience for deserving cases based on Management discretion).
2. Minimum 12 years of relevant experience in Housing Finance / NBFCs/ Banks. For further age relaxation, commensurate additional experience would be required.
3. Presently holding a role in the cadre now equivalent to or not lower than that of Chief Manager / AGM cadre.
4. Any Graduation (10+2+3 format) from a UGC recognized university. Post-graduation & professional qualification shall be given additional weightage.
5. Candidates have to specify in the Bio Data form for which position they are applying (Assistant General Manager) followed by the desired location.
6. Extensive in-depth knowledge of local housing finance market with good networking capacity with builders / developers is a must.
7. 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.
8. Early joining will be preferred.
9. Candidates terminated by any previous employers are not eligible to apply.
10. Fluency in respective regional language (read, write & speak) and Hindi besides English is must.

Job Description:

- To Source Quality Housing Loans through Assigned team of Business Development Manager / Sales Managers & Sales Executives in the assigned Territory / Location / City
- Build and Manage a result oriented high performance team for delivery of desired volumes
- Recruit, train and deploy sourcing resources
- Identify and maintain relationship with sourcing channels in the given location(s)

- Ensure achievement of Business Targets
- Maintain and improve on yield and revenue streams
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence
- Provide feedback to management team about ground level policy, process & Peer practices related information, so as to tweak our processes and policy to achieve maximum productivity and build a healthy book.
- To ensure effective brand building and business promotion (through various marketing and sales activities)
- To augment & maximize other income stream by Cross-Selling of Insurance products
- To check preliminary due diligence & credit limit of the customers and scrutinize all the documents pertaining to repayment eligibility and Collateral
- To validate the genuineness of the customer by verifying his KYC and other related documents.
- As recommending authority, handle proposals sourced by the team towards speedy processing of loan applications /initial credit appraisal /follow up of loan approvals with sanctioning authority and disbursements
- Report into Regional Development Manager and manage the assigned team towards productivity and achievement of targets.
- The position will have 5 - 6 on roll employees and 10 - 12 off roll staff reporting to him/her
- Any other work as may be assigned from time to time

Desired Profile:

- Should possess experience in Housing Finance, managing a team of Sales Managers in HFCs/ NBFCs/ Banks
- Should possess exposure to Housing Loan Sourcing Channels in the desired area of deployment.
- Should adept in sourcing and initial assessment 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.

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

Others: The Cadre fitment will be done based on performance of the candidate in selection process, prior experience and the decision of the Company will be final and binding.

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

By mail to:

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

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.
