



A Recruitment Marketplace

JOB DESCRIPTION

JOB TITLE: Business Manager/ Sr Business Manager (Associate and Sr associate)

COMPANY: TenB Fintech Pvt Ltd

EXPERIENCE: 2 - 6 Years

LOCATION: Gurgaon, Delhi, Noida, Faridabad, Bangalore

COMPENSATION: 3L - 6L + highly competitive sales incentives

NOTICE PERIOD: immediate to 15 Days

INTERVIEW ROUNDS: 2 (F2F)

REPORTING INTO: Area Business Manager / City Head

RELEVANT COMPANIES: (other than banks and NBFCs): Andromeda Sales & Distribution, RuLoans, RKPL, NamasteCredit, Urban Money, Square Capital, MyMoneyMantra, Saarthi (Decimal), HDFC Sales etc

ABOUT THE COMPANY

Ambak is simplifying a \$160 Bn+ home finance market in India, by connecting lenders to customers and partners who need them. We are building unique end to end workflows, real time decisioning algorithms and a state of the art B2C experience in the offline world.

Something that has never been done before.

At Ambak, our accomplished founding team brings expertise from leading fintech and insurtech companies like Policybazaar, Cardekho, Axis Bank, Freecharge, Yes Bank, Zest Money, HDFC Life. Backed by top-tier VCs, we're dedicated to pioneering innovation in finance.

We are a start-up. This will not be easy. But joining a company at this stage and putting your first principal thinking and hustle to a test is an amazing challenge, pushing well beyond the boundaries defined in your current role.

OUR PERKS

We are an empty canvas. You decide what you would like to draw on it. We have the experience, hustle, a clear mission and we have a strategy + funds to back it. Come join us and be part of a world class team in Fintech, solving for one of the core aspirations of every Indian – to own a home.

Some things you can expect in the coming months (and maybe you help us launch it too!):

- Health Insurance
- Super Top up Insurance
- Medical check-ups
- Wellness Benefits
- Car Leasing

KEY RESPONSIBILITIES

- Create business and revenue through Home Loan / LAP sales via channel partner/advisors/connectors & open market
- Effective liaison with banks/NBFCs for processing of loan cases
- Devise and implement various partner acquisition and retention programs · Responsible for driving monthly and quarterly sales targets and other metrics
- Ability to use all communication platforms effectively like (telephone, email, face to face)
- Devise and implement various partner acquisition and retention programs

DESIRED CANDIDATE PROFILE:

- 2 - 6 years of experience in Home loan/LAP sales in NCR region in fintech/banks/NBFC/DSA channel, preferably in DSA market
- Excellent interpersonal as well as written and verbal communication skills
- Strong team worker who can manage multiple stakeholders
- Must be highly sales oriented and results driven
- Working knowledge of Microsoft Office and CRM tools

NOTE:-

- **Business Manager: 2+ years of experience** in Home loan/LAP sales in NCR region in fintech/banks/NBFC/DSA channel, preferably in DSA market.
- **Sr Business Manager: 4+ years of experience** in Home loan/LAP sales in NCR region in fintech/banks/NBFC/DSA channel, preferably in DSA market.