

## **Job Description: Sales Manager**

**Company:** Agriwise Finserv Limited

**Location:** Jaipur, Bikaner, Sriganganagar, Jodhpur, Alwar, Behror, Kota

**Salary:** Up to ₹4.50 Lacs per annum (depending on experience)

**About Agriwise Finserv Limited:** Agriwise Finserv Limited is a Systemically Important Non-Deposit Non-Banking Financial Company (NBFC) dedicated to serving rural India with integrated credit services and customized financing solutions for the agriculture and allied sectors. With a robust infrastructure including need-based products, effective due diligence mechanisms, committee-based sanctioning, and decentralized disbursement hubs, Agriwise ensures quick Turn Around Time (TAT) for credit delivery. The company prides itself on having a strong support team on the ground for field investigations, personal discussions with borrowers, and continuous follow-ups to flag potential portfolio risks.

### **Core Product Offerings:**

- Secured Business Loan (Loan Against Property - LAP)
- Agri Commodity Loan (Warehouse Receipt Finance)
- Invoice/Supply Chain Financing
- Farmer Financing

**Company Presence:** Agriwise operates in 5 states across 28 locations and is expanding to more locations in the future.

### **Role and Responsibilities:**

- Drive sales for the branch, focusing on achieving targets for Loan Against Property (LAP).
- Identify and pursue new business opportunities to expand the customer base.
- Conduct market research to understand customer needs and market trends.
- Build and maintain strong relationships with customers and stakeholders.
- Collaborate with the branch team to ensure seamless loan processing and customer service.
- Participate in field investigations and personal discussions with potential borrowers to assess creditworthiness.
- Maintain accurate records of sales activities and customer interactions.
- Provide regular sales reports and updates to the branch manager.

### **Requirements:**

- Graduate in any field.
- Minimum 3 years of experience in sales, specifically in Loan Against Property (LAP).
- Proven track record of achieving sales targets.
- Strong communication and interpersonal skills.

- Ability to work independently and as part of a team.
- Familiarity with the local market and customer base in the assigned location.
- Willingness to travel as needed.

**Website:** [www.agriwise.com](http://www.agriwise.com)

Join Agriwise Finserv Limited to be part of a dedicated team that empowers rural India through innovative financial solutions.