

Job Description: Senior Relationship Manager / Relationship Manager

Company: Agriwise Finserv Limited

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

Salary: Up to ₹3.50 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:

- Build and maintain strong relationships with Direct Selling Agents (DSAs) and other key stakeholders to drive business growth.
- Promote and sell Loan Against Property (LAP) products to potential clients.
- Conduct field visits to meet clients, assess their needs, and provide suitable financing solutions.
- Ensure high levels of customer satisfaction by providing timely and effective support and services.
- Conduct thorough due diligence and credit assessments of potential borrowers.
- Network extensively to generate leads and expand the customer base.
- Monitor and follow up on loan applications to ensure timely disbursement and closure.
- Collaborate with internal teams to ensure smooth processing and management of loans.
- Stay updated with market trends, competitor activities, and regulatory changes impacting the LAP sector.

Requirements:

- Graduate in any field.

- 2-3 years of experience in the financial services industry, specifically in Loan Against Property (LAP).
- Strong networking skills with a good DSA connect.
- Proven field experience in sales and relationship management.
- Excellent communication and interpersonal skills.
- Ability to work independently and handle multiple tasks.
- Strong problem-solving skills and attention to detail.
- Willingness to travel extensively as required.

Website: www.agriwise.com

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