

Designation: Business Development Manager – SME

Job Responsibilities:

- Should be responsible for business development of working capital products by way of effective stake holder management.
- Should be responsible for sourcing and closing leads for working capital products across section of business segments – traders, manufactures, services etc.
- Should be able to do profiling of customers and to assess their working capital requirements and to provide suitable solutions through products and service available.
- Should be responsible for maintaining good relationship with the clients via providing incremental solutions as and when required.

Desired Skills:

- Must have knowledge of all working capital products like cash credit, bank guarantee, letter of credit and overdraft against property.
- Must be able to identify prospective business segment and generating revenue from various avenues.
- Must have minimum experience of 2 -3 years of WC products.

Location: Ahmedabad, Baroda, Surat, Rajkot, Mehsana & Hyderabad

Work experience: 1+ year of relevant experience in a professional environment