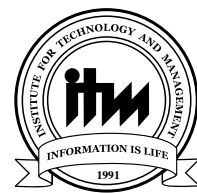


ROLE DETAILS:

- ⊙ Acquire customers for various Home Loan / Loan Against Property products of the Company
- ⊙ Ensure adherence to KYC documentation / AML guidelines while sourcing business:
- ⊙ Ensure that loan related forms are properly filled in all the respects.
- ⊙ Sourcing of New Business from leads which you get from marketing.
- ⊙ Building relationship with developers and generating business from them.
- ⊙ Guiding the Clients for obtaining Loan, and introducing new products.
- ⊙ Collect the document; follow up to customer regarding loan queries.
- ⊙ Maintaining good relationship with Home Finance team ensuring customer satisfaction.
- ⊙ Ensure local market mortgage survey and marketing of our SHFL loan products by Pamphlet distribution, campaigns etc
- ⊙ Develop plans to acquire new customers or clients, through direct sales techniques, cold calling, and business-to-business marketing visits.



ITM Skills Academy

CONTACT DETAILS

Platinum Technopark, 1001, 10th Floor, Plot No. 17-18,
Sector 30 - A, Vashi, Navi Mumbai - 400 703.

Tel: +91 22 6129 4000

Toll free no: 1800 102 8020



Certification in Housing Finance



ITM Skills Academy

in association with



About ITM *Skills* Academy

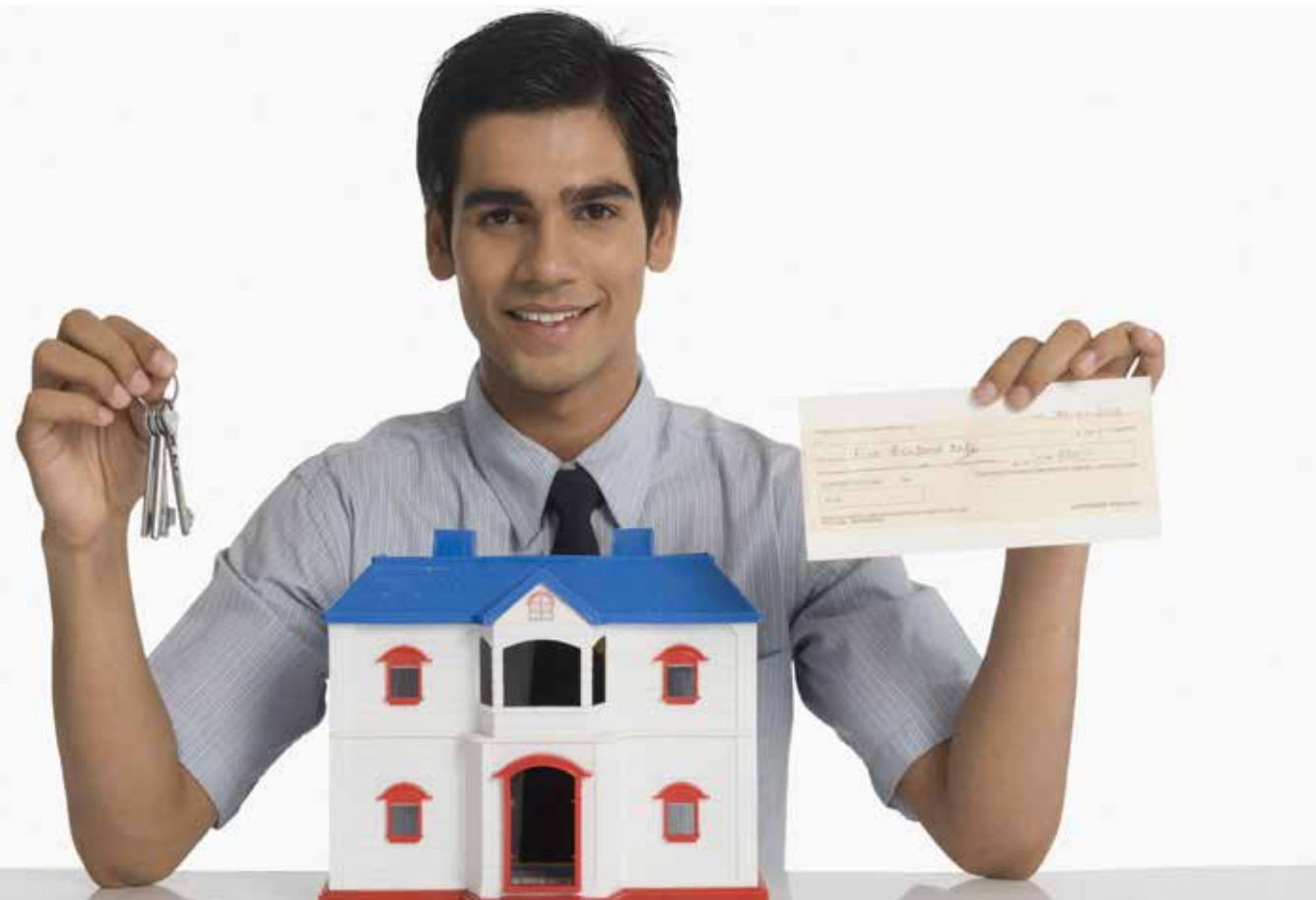
ITM Group of Institutions was established in 1991 by Dr. P. V. Ramana, the Founding Chairman. ITM has 17 Campuses across India which includes India's first truly Vocational University in Gujarat and ITM University in Raipur. ITM Group launched the ITM Edutech Training Pvt. Ltd. (ETPL) which was founded in 2012 on basis of ICICI Bank's requirement of a unique HIRE and TRAIN Model. ETPL provides skilled resources to their corporate partners by sourcing

the candidates training them as per company's specifications and deploy them within specified timelines as per corporate requirement. ETPL delivers capabilities at PAN India Level with dedicated fully residential training centers at Vadodara, Noida, Raipur, Bangalore, Mumbai & Nagpur and has its Headquarters in Mumbai. ETPL is an industry linked Recruitment and training partner with SHFL to provide "Business Development Executive".

About Shriram Housing Finance Ltd (SHFL)

Shriram Housing Finance Ltd. (SHFL) is a Housing Finance Company registered with the National Housing Bank (NHB), and promoted by Shriram City Union Finance Ltd. (a flagship company of the 3 decades old, Chennai head-quartered Shriram Group). The Company has

in its bouquet of products several innovative mortgage products, "Finding Ways to Funding Homes" being its corporate philosophy. The company aim to provide financial assistance to those prospective homeowners who remains underserved today.



Certification in Housing Finance

Sales Certification in Housing Finance is an endeavour by ITM Skills Academy in association with Shriram Housing Finance to nurture Industry leaders of the future by imparting domain expertise and skill set in the field of financial services especially in housing finance sales. The Program focuses on balanced approach of providing Inputs of relevant knowledge, developing skills and shaping required behaviours.

PROGRAM FEATURES

- ⊙ **Certification in Housing Finance**
- ⊙ **1 month Residential Training**
- ⊙ **1 month Internship at SHFL branch**
- ⊙ **Stipend of Rs.10,000/- during internship**
- ⊙ **Salary:**
Annual CTC of Rs.2,40,000/- + incentives
- ⊙ **Training Academy:**
Mumbai, Vadodara, Bangalore, Noida

JOB DETAILS

- ⊙ **Designation:**
Relationship Officer
- ⊙ **Type:**
Permanent Employment on rolls of Shriram Group Company
- ⊙ **Job Location:**
PAN India

ELIGIBILITY

- ⊙ Indian Nationals
- ⊙ **Age:** 20 to 26 years
- ⊙ Graduate from any stream with 45% and above in their final year of graduation OR aggregate 50% and above in graduation.
- ⊙ **Experience:** 0-2 years

Selection Process:

ITM
Screening
Process

HR Interview
of Shortlisted
Candidates by
SHFL

Business
Interview of
Shortlisted
Candidates by
SHFL

Final
Selection