

JD:

Business Development: Generate new business opportunities and onboard fresh Anchor relationships across Supply Chain Finance (SCF), Vendor Finance, and Dealer Finance segments.(Ticket size 2 cr. to 10 cr.)

Anchor Management: Strengthen and leverage existing Anchor partnerships to source incremental business while maintaining a healthy and profitable portfolio.

Client Engagement: Connect with corporate stakeholders — including CFOs, Finance Heads, and Directors — to present SCF offerings, articulate value propositions, and gain insights into client business models.

Customer Relationship Management: Maintain regular client interactions to identify opportunities, address queries, and deepen engagement.

Internal Coordination: Work closely with internal teams (Credit, Operations, Accounts) to ensure timely processing, approvals, and disbursements, while meeting defined TAT (Turnaround Time) benchmarks.

Portfolio Hygiene: Ensure timely renewal of facilities, monitoring of portfolio performance, and resolution of deferrals or pending documentation.

Transaction Management: Support clients in executing routine disbursements and tranche requests, ensuring smooth transaction execution and prompt issue resolution.

Cross-Functional Collaboration: Liaise with multiple departments to streamline processes, resolve bottlenecks, and ensure efficient service delivery across the value chain.

CTC : 7 - 8 Lacs

No. of Vacancy :5

Place of Posting : Ahmedabad

BFSI – NBFC :Industry

Annual Turnover : 250 cr