

POST CODE: AGM-RO Head- Dec 2013

Position: **Regional Head (Western Region & Eastern-Central Region)**

No of vacancies: 1 +1

Location: **Pune** (for RO-Western Region) & **Hyderabad** (For RO- Eastern-Central Region)

Profile: To Head the **Western (Maharashtra & Gujarat) / Eastern-Central (AP, Odisha and West Bengal)** region of Repco Home Finance Limited (and also for future network expansion in contiguous States) in all areas of Company's operations especially business development

Eligibility:

1. Age: Age not exceeding 40 years as on 01-12-2013 (relaxation can be considered based on commensurate, relevant prior experience)

2. Qualification: Graduation / Post Graduation in any discipline from a UGC recognized university. Graduates from Open University will not be considered. Post graduation, professional qualification, CAIIB shall be given additional weightage.

3. Experience: Minimum 15 years relevant experience in HFCs/ Banks/FIs for Home Loan. (For Age not exceeding 40 years). Additional equivalent experience needed for age relaxation.

4. Job Description:

- Would be responsible for overall business development / network expansion of the region under his /her jurisdiction
- Ensure effective branding, sourcing of leads and speedy conversion in all locations
- Ensure regular and effective monitoring of all branches in the region by personal visits and off-site means
- Assist corporate office with manpower requirement planning and deployment in the region as well as in identifying potential locations for business expansion
- Keep Corporate Office informed about competition, market practices and market trends in the region so as to enable us to take quick policy decision regarding product offerings and services.
- Keep delinquency within prescribed limit
- Ensure better coordination between Corporate Office and branches in the region.

5. Other requirements:

- Should be familiar with the housing finance market in the entire region with good network and contacts with builders / developers etc.
- Adept in canvassing business, branding and sourcing proposals
- Conversant with credit / legal / technical process involved in home loan sanctions / disbursement, recovery and NPA management.
- Should possess good communication & interpersonal skills to manage and motivate a team.
- Working Knowledge of local language is a must besides fluency in English and Hindi.
- The job will involve touring of branches under his/ her jurisdiction regularly.

6. For internal candidates of Repco Group of institutions, those who are eligible for elevation to this cadre as per the internal promotion policy can only apply and all applications shall be routed through proper channel or with NOC from the Competent Authority. Acceptance of applications will depend on fulfillment of the eligibility criterion as detailed above.

Pay & Perquisites:

Starting CTC: Rs.9 lakhs per annum (Fixed plus variable)

HOW TO APPLY:

Eligible candidates are requested to apply only as per the enclosed bio-data format (along with NOC if applicable). Applications sent in any other format will not be considered.

Applications in a sealed envelope super-scribing the Post Code shall be forwarded to the address as given below to reach the addressee on or before **December 31, 2013:**

The Executive Director
Repco Home Finance Limited
3rd Floor, Alexander Square
New No. 2/Old No. 34 & 34
Sardar Patel Road, Guindy
Chennai- 600 032

Applications received after due date will not be considered. Candidates who have applied for any position with RHFL in last 2 years need not apply afresh.

The shortlisted candidates shall be called for further selection process subsequently. The date & venue & mode of the same will be communicated to the shortlisted candidates in due course. The Company reserves the right to accept / reject any /all applications without assigning any reason. **No further communication/ correspondence in this regard after submission of application will be entertained.**