

Tata Capital Housing Finance Limited

Customer Relationship Executive - Affordable Housing Finance / Home Loans

Business Vertical: Housing Finance	Department: Sales	Designation: Customer Relationship Executive
Line of Business: Affordable Housing Finance	Proposed Immediate Superior:	Grade: CRE
Key Objective of the Job: <ul style="list-style-type: none"> • Achieving business targets as laid down by acquiring new client relationships and maintaining them • Proactively understanding customer needs and cross- selling multiple products as per the requirements • Should adhere to all policies and guidelines for lead generation as well as closures • Execute all activities / campaigns as planned by the respective branch manager / sales manager • Daily completion and submission of sales reports to the superiors • Displaying customer centricity by executing all customer interface processes within defined timelines 		
Major Deliverables: <ul style="list-style-type: none"> • Meet & exceed business targets in terms of profitability, optimum product mix and quality of sourcing • Should prove to be the one-point contact for all financial needs for his/ her customer • Zero error in adherence to policies and systems as specified • Quality of files sourced should be as per specified guidelines • Forging targeted number of client relationships within the agreed timelines • Meet & exceed customer acquisition targets • Ensuring zero delinquency in 30DPD • Meeting sales targets for the various products in the assigned territory • Ensuring the customer satisfaction matrix is met for all client relationships • Timely MIS reporting to all concerned. • Clear the certification examination within specified timelines 		
Specialized job competencies: <ul style="list-style-type: none"> • Knowledge about all financial products like Home Loans, Mortgages • Knowledge about statutory compliance & local market procedures • Knowledge of local customer preferences, geographic nuances and finance peculiarities. • Should depict customer centricity in daily behavior • Excellent communication and presentation skills – Should be able to talk and convince the customer both internal and external 		
Educational Qualification: <ul style="list-style-type: none"> • Any Graduate 		
Desired Experience: Fresher		
CTC: <ul style="list-style-type: none"> • 2,50,000 LPA • Medical insurance – for Candidate / Spouse / 2 Kids will be covered for Medical Insurance • Life Insurance- Only for candidate 		

Opportunity to start your career with Tata Capital Housing Finance Limited

Greetings from National Stock Exchange Academy!

As you may be aware that NSE Academy Ltd. is a wholly owned subsidiary of National Stock Exchange of India, and it is India's premier and leading BFSI/Capital markets certification entity. We work with schools, universities, working professionals and organizations in developing financial skills through our programs in various aspects of banking, financial services, financial markets, and financial literacy. We also take an opportunity to place young talent at various BFSI organization where they can grow their career.

We are pleased to share with you an exciting opportunity to start your blooming career with Tata Capital Housing Finance Limited as a Customer Relationship Executive.

Tata Capital Housing Finance Limited (TCHFL) is a wholly owned subsidiary of Tata Capital Limited and is registered with the National Housing Bank as a Housing Finance Company, offering long-term funds for housing purposes. TCHFL's wide product range includes loans for purchase and construction of a residential unit, purchase of land, home improvement loans, home extension loans, project finance loans to developers etc.

A copy of Job Description is attached for your ready reference with all the necessary details.

On getting your confirmation for this opportunity, we will **organize an Orientation session Online and Offline regarding the drive for all the students for the better understanding about the opportunity.**

- **Kindly attend the orientation of Tata Capital Housing Finance Job program conducted by NSE academy**

Registration link-

<https://forms.gle/aWU4L1BwgARi9nKG8>

Last Date for Registration: 12.10.2022