

<b>Company</b>	Centrum Capital Advisors Limited
<b>Division</b>	Loan Advisory
<b>Role</b>	Business Development (Individual)
<b>Experience</b>	5 Years of relevant work experience
<b>Educational Qualification</b>	Graduation is compulsory. Post-Graduation preferred.
<b>Job Description / Key responsibility areas (indicative)</b>	<ul style="list-style-type: none"> <li>• The ideal candidate should have minimum of 5 years' experience in Retail &amp; Corporate loans business development profile</li> <li>• Should have the ability to reach out to existing and new Clients for sourcing business directly</li> <li>• Should be able to source business through connectors like CAs, bankers, other intermediaries etc.</li> <li>• Should have basic knowledge of different loan products like (Term loans, Working capital, Project finance, Supply chain, etc.) to suit the requirement of the clients</li> <li>• Knowledge about and relationship with Lenders i.e. Banks /NBFCs/other lenders will be added advantage</li> </ul> <p>Retail Loans -Loan against property, Home Loans, Bill discounting &amp; supply chain finance, Unsecured Loans Corporate Loans - Project finance, working capital, real estate financing, structured lending etc.</p>
<b>Job location</b>	Mumbai, Chennai, Hyderabad
<b>Job Requirements</b>	<ul style="list-style-type: none"> <li>• Strong marketing skills and business development attributes.</li> <li>• Have worked in business development role in following type of organizations: <ol style="list-style-type: none"> <li>1) Debt syndication/advisory segment or</li> <li>2) Banks / NBFCs / other Financial Institutions or</li> <li>3) Credit Rating agencies / advisory or</li> <li>4) Corporate DSAs or Connector / Channel partner</li> </ol> </li> <li>• Should have reasonable credit assessment &amp; analytical skills and good understanding of different business models.</li> <li>• Self-Motivated with positive attitude and should be great team player.</li> <li>• Good and clear verbal and written communication skills.</li> </ul>
<b>Key Skills</b>	Sales & Marketing, Business development, loan product knowledge, customer relationship ability, strong communication and marketing qualities
<b>Send your resume to</b>	<a href="mailto:careers@centrum.co.in">careers@centrum.co.in</a>