

# Area Sales Manager LAP & HL Role with One of the Leading Conglomerate Now into NBFC Space for Hyderabad / Bangalore/ Chennai / Kolkata / Ahmedabad / Pune/ Mumbai/ Delhi/Indore/Jaipur Location

Job Posted by Seema Kakra | March 7, 2025

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Company:- One of the Leading Conglomerate Now into NBFC Space

Position :- Area Sales Manager LAP & HL

Location:- Hyderabad / Bangalore/ Chennai / Kolkata / Ahmedabad / Pune/ Mumbai/  
Delhi/Indore/Jaipur

## Job Description:-

Job Specification Form			
Unique Job Role (UJR):	Area Sales Manager	Reporting to (Position):	ZSM/NSM
Business Unit:	LAP/HL	Function:	Sales
Job Mandate (To be used for SELECTION INTERVIEWS)			
The Area Sales Manager will be responsible for generating new business, maintaining client relationships, and managing the home loan process from application through closing. This role involves working closely with customers to understand their financial needs and provide tailored home loan solutions, ensuring a smooth and efficient loan process.			
Key Responsibilities			

**Business Development:** Identify opportunities for account growth and new business. Collaborate with the sales team to develop strategies for client acquisition and retention. Participate in business development activities, including networking events, seminars, and conferences. Provide insights and feedback to the product development team to enhance service offerings.

**Client Relationship Management:** Establish and maintain strong, long-term relationships with clients. Serve as the main point of contact for client inquiries and concerns. Regularly communicate with clients to understand their needs and provide tailored solutions. Conduct regular reviews with clients to ensure their satisfaction and identify opportunities for further engagement.

**Account Management:** Manage a portfolio of client accounts, ensuring timely and accurate delivery of services. Monitor client accounts to ensure compliance with terms and conditions. Address and resolve any issues or conflicts that may arise.

**Customer Service:** Provide exceptional customer service by promptly addressing client needs and concerns. Ensure a high level of client satisfaction and loyalty. Develop and implement strategies to improve client experience.

**Cross-Functional Collaboration:** Work closely with other departments (e.g., sales, marketing, finance) to ensure seamless service delivery. Coordinate with internal teams to address client needs and develop solutions. Participate in team meetings and contribute to strategic planning initiatives.

**Reporting and Documentation:** Maintain accurate and up-to-date records of client interactions and transactions. Prepare regular reports on account status, client feedback, and service performance. Use CRM systems to manage client information and track interactions.

Qualification	Bachelor's degree in Business Administration, Marketing, Finance, or a related field.
Years of Experience (minimum & maximum)	5 Yrs +

What are the organizations that the candidate should have worked for?  
*(Indicate which criteria are mandatory)*

HFC , Bank , NBFC for Home loan , LAP & SME business


What are the nature and scope of responsibilities the candidate should have handled? <i>(Indicate which criteria are mandatory)</i>
Monthly business/ sales target
Customer relationship
Resolving customer queries
Client portfolio management
Teamwork & Leadership skills
Knowledge & Skills <i>(Indicate which criteria are mandatory)</i>
<ul style="list-style-type: none"> <li>- Excellent communication and interpersonal skills.</li> <li>- Strong problem-solving and conflict resolution abilities.</li> <li>- Proven ability to manage multiple clients and accounts simultaneously.</li> <li>- Proficiency in CRM software and MS Office Suite.</li> <li>- Ability to work collaboratively with cross-functional teams.</li> <li>- Client-focused mindset with a commitment to providing exceptional service.</li> <li>- High level of integrity and professionalism.</li> <li>- Strong organizational and time management skills.</li> <li>- Ability to work independently and take initiative.</li> </ul>

For Management 2000 Placements & Recruitments Pvt., Ltd.,

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