

Regional Head - CRE Commercial Real Estate role with Bajaj Housing Finance for Ahmedabad and Hyderabad Location

Job Posted by Seema Kakra | September 20, 2024

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Hi,

Request to check below JD & give us your email confirmation for interview process.

call Seema on 7878551502

If any Query feel free to

Company :- Bajaj Housing Finance

Position :- Regional Head - CRE Commercial Real Estate

Location:- Ahmedabad / Hyderabad

Job Description

Job Role:

Engaging with clients for originating and evaluating financing opportunities

Structuring transactions including project finance, acquisition financing and working capital requirements

Co-ordinate due diligence process with clients, legal counsel, and other advisors and third party vendors

Overall handling of a transaction through the life-cycle including origination structuring, approvals, commercials, negotiations, documentation and monitoring

Origination of fund-raising mandates and closely working with Debt Capital Markets team for execution of the same

Mining of clients for other banking, Trade and fee opportunities.

KRA's

1. Manage and monitor commercial real estate loan portfolio including annual reviews, periodic site visits, resolving payment and other issues,

and making recommendations on requests for loan modifications, renewals, and extensions, based on credit, financial and relationship factors.

2. Negotiate and structure Lease Rental Discounting and Construction Finance transactions to satisfy borrowers requirements and needs.

Front lining business development through origination & active engagement with potential clients, build strong pipelines, maintain, and mining existing customer relationships.

3. Steer end-to-end sales lifecycle for promoting Lease Rental Discounting, Mortgage Loan and Overdraft Limits to eminent Real Estate Developers,

Fund House, Family Offices and Commercial Real Estate investors.

4. Build strong association with DCM & Syndication Teams of Banks and FI's to explore co-lending opportunities. Expanding the portfolio and growing the current book

by indulging with external stakeholders including Capital Advisory Firms, IPC's, Debt Advisors and Channel Partners.

5. Set-up and discuss terms under which credit would be extended, including the cost, repayment method and collateral requirements. Assessing viability of the deal,

evaluate technical and legal aspects, assess funding requirement, finalize terms, ensure compliance with regulatory guidelines.

6. Manage external vendors, pricing, evaluating underwriting strengths & weaknesses, and overseeing the loan sanction progression and end to end execution and

negotiation of loan documentations.

Job Requirements:

MBA from Tier 1/ Tier II Institutes with 2-8 years post qualification experience

Qualification - CA/MBA in finance/ Marketing

Good communication and presentation skills

Exemplary Relationship and Analytical skills.

Experience in real estate preferred

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

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