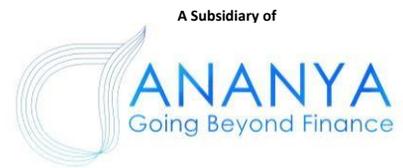


We're Hiring!



Location: Gurgaon (Corporate Office)

No. of Vacancies: 1

BUSINESS HEAD (Corporate Office)

About Prayas:

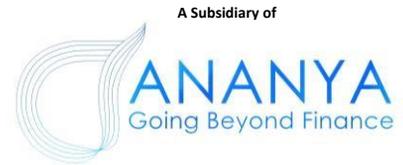
Prayas Financial Services Pvt. Ltd. is an offshoot of Gujarat based, Not for Profit Entity- PRAYAS Organization for Sustainable Development ('PRAYAS Trust'). Prayas commenced its microfinance program in 2006-07 with the support of FWWB. This microfinance program got transformed into formal entity, NBFC-MFI in 2020, essential to rapidly scale up microfinance services under the guidelines of regulatory framework of RBI. Prayas believes in increasing the financial prosperity on the foundation of social values. It has a clear focus to reach out to remote areas with least availability of Banks and other financial institutions. The purpose is to fulfil the economic necessities of poor community vis a vis bridging the gap between people and banking services to make women self-reliant and raise their family's standard of living. In 2022, Prayas Finance became a subsidiary of Ananya Finance for Inclusive Growth Pvt. Ltd., a NBFC based out of Gujarat.

Duties & Responsibilities:

- Ensure business growth and diversity of products as per business plan
- Oversee daily operations of the business of the organization
- Ensures identifications of the potential regions / areas for expansion of business
- Ensures potential client base and product acceptability in new region / areas
- Assesses opportunities for geographic expansion of operational area and setting up of new Region(s)
- Analyses productivity, efficiency gaps of regions and areas and plug the same
- Achieve NIL overdue month on month
- Ensures State Heads & Other Field Team are taking preventive and curative measures in the region to maintain high quality portfolio.
- Formulating the strategies regarding portfolio and risk management to present it to the management
- Visit Regions and field to observe field activities to ensure these processes are followed in compliance of the operational policy and procedure in the region
- Develop and implement effective marketing activities to improve business by enhancing client experience/retention.
- Recruit, train, motivate and mentor Business Team
- Guide and oversee the end-to-end activities involved in branch setup

Business Head

Gurgaon (Corporate Office) | Full Time



- Participating and sharing insights and relevant feedback in the performance appraisal process with team members for their growth & development
- Working closely with internal as well as external stakeholders and also responsible for MIS preparation and reporting the same in regular interval
- Ensures rules and norms of the company related to HR, Admin, training are adhered strictly in pursuit of the risk management and defined process
- Ensuring adherence to Audit / Compliance as per company Standards and also compliance of related rules, laws & regulations

Skills Required:

- Must be from Microfinance Industry having minimum 20 years of experience.
- Must have team handling experience
- Should be Graduate. Post Graduation will be an added advantage.
- Strong Communication and negotiation skill
- Must be presentable

Eligibility

Prayas promotes gender diversity and would prefer applications from relevant applicants who embrace gender diversity. Qualified women candidates are encouraged to apply.

Compensation Offered:

The gross remuneration budgeted for this position is attractive. Offers shall be commensurate with the qualifications, experience and salary history, of the selected candidate.

How to Apply:

If your profile is in alignment with our requirement, please email your detailed resume to kripal.singh@prayasfinance.com. Only the shortlisted candidates will be contacted.