

We're Hiring!



Relationship Managers – Agri & SME Finance

Department: Agri & SME Finance

Location: Bengaluru, Delhi-NCR, Tamil Nadu

No. of Vacancies: 4 [For each location]

About Ananya

Ananya Finance for Inclusive Growth Pvt. Ltd. (www.ananyafinance.com) is an NBFC set up by Friends of Women's World Banking – India (FWWB) in 2009, with the objective of reaching out to a large section of microfinance institutions (MFIs) and grass root entities. Ananya is one of the responsible NBFCs in India with the commitment to serve socially motivated bottom-line enterprises. The company caters to the microfinance, smallholder farmer financing and small enterprises that operate in the impact space. The company has a pan-India presence.

Duties & Responsibilities

Position Summary: Relationship Managers will be responsible for building and managing primarily a wholesale loan portfolio of Agri & Impact SME clients in one or more assigned states. Potential Agri clients may include FPOs, Agri startups, AgTech companies, Agri input companies, processors, exporters and similar such players in an agricultural value chain or in an agri-allied value chain such as dairy and poultry. Impact SMEs clients may include organizations engaged in businesses creating environmental or social impact such as renewable energy, waste management, crafts etc. The responsibilities will include:

- Identify and onboard prospective clients within the credit parameters and process of the organization
- Responsible for smooth functioning of the lending process at various stages such as inquiry handling, loan application, verification, due diligence visits, proposal preparation, sanction, post-sanction documentation, disbursement of loan and collection
- Monitor clients and ensure compliance with sanction conditions
- Handle and minimize repayment delays and over dues
- Maintain relationship with clients through regular visits
- Ensure excellent customer service that includes query resolution of the customer, completion of tasks within the given TAT, after sales service, handling of complaints and customer retention.

Relationship Managers

Agri & SME Finance | Multiple Locations | Full Time



Educational Qualifications, Experience & Skills

- Ability to develop channels and customer relationships through extensive market mapping in Agri & SME segment.
- Any Graduate or Post Graduates in management, rural management, agribusiness or other relevant streams.
- Ability to liaison & follow-up with customers, channels and internal stakeholders (such as Credit, Operations & Accounts teams).
- Good written & verbal communication skills. Knowing the local language will be an added advantage.
- Ability to travel extensively to smaller towns and rural locations
- Good knowledge of MS-Office
- Decent understanding of financial statements
- Excellent attention to detail

Mission and Vision Alignment

Ananya is among the most responsible NBFCs in India with the urge and commitment to serve socially motivated double bottom-line enterprises.

Ananya's Ethical Code of Conduct

Ananya and its staff are fully committed to the principles of honesty, integrity and fair play in the delivery of services. We ensure that the business operations, application of services, staff recruitment, are dealt with in an open, fair and unbiased manner.

Recruitment and Selection Process

Recruitment process at Ananya is a management activity, which commits considerable resources in recruiting and selecting the right person in a timely and cost-effective manner, and plays a crucial role in the functioning and development of the organization.

Eligibility

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

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Perks and Benefits

The salary for the position is competitive. The salary will be commensurate with your previous salary, work experience and suitability for the position. Ananya being a responsible employer, offers a range of perks and benefits:

- Work from Home option under special circumstances
- Conducive work culture with strong ethical code of conduct for employee treatment and engagement
- Learning and engagement opportunities for knowledge building and development
- Cooperative peer-to-peer culture for team bonding and collective learning
- Opportunity to work with international investors and stakeholders

Contact Details

As per the recruitment process, the selected candidate will receive intimation for further selection process from our office. However, in case, you wish to connect with us, you can drop a mail on careers@ananyafinance.com. We will take 3-7 working days to respond to your query.

How to apply

If your profile is in alignment with our requirement, please share your resume on our mail ID carrers@ananyafinance.com the shortlisted candidates will be contacted.