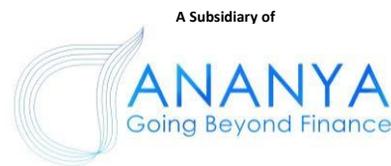


We're Hiring!



Location: UP – East or UP - West

No. of Vacancies: 1

ASSOCIATE VICE PRESIDENT - BUSINESS

About Prayas:

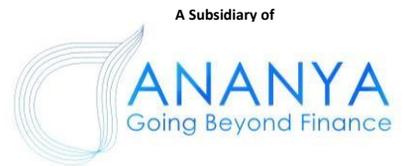
Prayas Financial Services Pvt. Ltd. is an offshoot of Gujarat based, Not for Profit Entity- PRAYAS Organization for Sustainable Development ('PRAYAS Trust'). Prayas commenced its microfinance program in 2006-07 with the support of FWFB. This microfinance program got transformed into formal entity, NBFC-MFI 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:

- Leading a sales team of Divisional Managers, Area Managers and other field team members.
- Sales strategies to improve market share and Identification of business potential areas/districts for expansion of region.
- Enabling business growth by developing and managing a teams across assigned territories.
- Assess potential client base and product acceptability in new regions, areas opportunities for geographical expansion of operational areas and setting up new business.
- Ensure business growth and diversity of products in the region as per business plan.
- Create a support function structure in line with the product requirement to facilitate the appraisal, documentation, disbursement, repayment and delinquency management.
- Formulating collection strategy of your region and Preventative / risk averse measure to maintain quality portfolio.
- Field visits to monitor guide the loan officers & Sales team members.
- Responsible for work force planning, recruitment training, suited to handle various asset products across geographies.
- Ensuring staff skill development through meetings and continuous monitoring of various clusters on regular basis by identifying training needs as per the market trends and new business opportunities.
- Maintaining resource optimization operational cost.

Associate VP - Business

UP-East or UP-West | Full Time



- Responsible for handling all Compliance, Audit, Legal, Customer Service, Operations etc related issues in your region.
- Implementing best business practices and developing company strategies and programs while ensuring strict compliance and integrity.

Skills Required:

- Min 10 years experience working in Microfinance
- Relationship management, Business sourcing portfolio management
- Well versed with understanding of credit underwriting
- Understand critical attributes of legal and governance requirements
- Good acumen of technology and automation

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.