

Job Description



1. JOB DETAILS:

Position Title:	Senior Associate- Direct Origination
Department:	Origination- Northern Arc Capital
Location:	Chennai

2. Organizational Overview:

Northern Arc Capital's mission is to provide efficient and reliable access to debt capital markets for institutions that impact low income households. These include rural & urban micro finance institutions, retail NBFCs, and housing finance companies. Northern Arc Capital connects these institutions with capital markets and investors such as banks, insurance companies, and mutual funds through financial tools such as securitization, credit enhancement and debt structuring.

3. JOB OBJECTIVE:

To manage relationship across Direct Origination (DO) partners, build portfolio, and design product & process as part of new partner on boarding. The candidate also need to over a period of time develop a thorough understanding of the underlying sectors to assess the business environment, risks such as credit risks, regulatory risk, economy risk etc. To cover clients to assess the ground level operations, business, credit risks and to be able to identify business opportunities and early warning signals.

4. KEY ACCOUNTABILITIES:

Description

To be able to manager DO partners across asset classes independently and build the portfolio.

To be able to design product, process and have understanding around legal framework for on boarding new DO partners.

To ensure liaising between partner , internal credit and other internal teams to ensure timely approvals

To visit clients to assess the ground level operational, process, client base, risks and market space.

To able to develop networks and maintain an up-to-date knowledge of the wider policy, regulatory environment and recent development in the sector

5. SPECIFICATIONS: QUALIFICATIONS, EXPERIENCE, & COMPETENCIES:

Minimum Qualifications:

- MBA/CA

Minimum Experience:

- Two to three year of relevant experience in the financial sector preferably in the banking /non-banking finance sector
- Experience in handling Relationship management/credit analysis of SME/Housing proposals necessary.

Skills Required:

- Adaptable, confident, reliable and motivated graduates with strong time management skills and the ability to work effectively under pressure.
- Ability to multi task and deliver qualitative outputs consistently at short deadlines
- Excellent communication skills. Fluency in English is must.