

## Associate – SME, Sales

### Job Details:

<b>Position Title:</b>	Associate – SME
<b>Reports to:</b>	Associate Director – SME
<b>Department:</b>	SME, Business
<b>Location:</b>	Delhi/ Mumbai/Chennai
<b>No. of positions:</b>	1

### Job Description:

SME lending is the new frontier identified by IFMR Capital as part of its strategic vision to provide efficient and reliable access of capital markets to the underserved segments. As one of the highest potential growth areas of the organisation, SME is fundamental to the IFMR Capital's strategy of taking its footsteps to the last mile to facilitate financial inclusion/ diversification in the SME space through innovative, structured and plain vanilla products and services. Our aim is to become the preferred partner in the SME space for our Customers by providing adequate and timely credit to credible SMEs at affordable price through technology enabled systems and processes in an efficient manner.

Our role in supporting businesses and lending to our customers in the SME domain shall be key in articulating our broader support and role in India's economic growth story which hinges to a great degree on the sustainable growth of SMEs. In this context, IFMR Capital intends to be a real partner to the SMEs with appropriate credit and value-added advisory and customised product offerings leveraging our strength as lender and as a credible link between the originator(s) and the investor(s). IFMR Capital intends to play a disruptive role in the SME domain both from customer and investor perspective by not only doing direct funding/ on book lending but by also partnering with like-minded domestic and international institutions/entities for direct/indirect participation backed with credit enhanced structures and IFMR Capital's seal of trust/expertise in credit underwriting.

This is an exciting opportunity to join the founding SME Client relationship management team responsible for identifying client needs and developing strategies and solutions to address them, leveraging products, policies and partner support as appropriate.

IFMR Capital is looking for Associate – SME with 0-3 years of experience who will be a part of the SME Business team. The Associate – SME will be primarily responsible for sourcing, front-ending and end to end processing of deals in consonance with the internal credit and product policy of IFMR Capital in the SME and Mid Corporate space.

### Business Side

- Meeting Asset outstanding , net interest income (NII) , Fee , cross sell and other income targets through new client acquisition and relationship management
- Monitoring of the clients/benchmarking with the industry/peers and responsible for the health of the portfolio. Rigorously tracking and analysing financial and operational performance of clients on an on-going basis
- Developing direct network of promoter driven/ professional companies as clients in SME & mid Corporate business and service their requirement
- Developing and maintaining network of DMAs/partners/consultants for effective sourcing of transactions/clients

- Developing and maintaining relationship with other lenders/ NFBs operating in the space

#### **Process Side**

- To ensure delivery of services to the customers within pre-defined TAT and with minimal escalations
- To ensure prospective clients meet the internal framework requirement of IFMR and are of acceptable risk meeting minimum threshold parameters
- Preparation of credit appraisal note including CMA and do requisite due diligence/credit analysis of the entity at the time of on-boarding/renewal/review/monitoring
- Steering the cases through credit/risk and also present the case to the committees for sanction.
- Preparing and maintaining credit notes, sector notes / presentations etc.
- Co-ordination with various internal departments like risk, legal, operations, markets etc.
- To complete all documentation and deferrals pertaining to on-boarding a client/takeover.

#### **Knowledge Side**

- Having understanding of various financial products and assessment capability of fund based/non fund based products
- Knowledge of banking/NBFC regulations, legal framework, Companies Act, and other applicable laws/regulations required for transactions.

#### **Key Skills and Qualifications:**

- Strong understanding of corporate credit analysis, Cash Flow Based Financial Analysis and Products structuring for SMEs.
- Strong work ethics, pro-active attitude, Independent, pro-active and able to work well under pressure & within teams
- Ability to create and manage effective relationships with promoters, senior government, bankers and private sector representatives
- Excellent communication skills, both verbal and writing
- Ability to communicate ideas clearly and confidently, articulate issues , ability to deal with conflicting issues and recommend solutions
- Willingness to travel extensively, including in Tier III and Tier IV geographies
- Ability to stretch oneself and work under pressure, handle multiple projects simultaneously, and meet deadlines.

#### **Minimum Qualifications:**

- CA/MBA / Post Graduate in Management from a premier institute

#### **Minimum Experience:**

- 0-3 years of experience in Sales and relationship management, debt origination, credit analysis, financial modelling
- The candidate should have exposure to working with wholesale banking, SMEs /Mid Corporate/ Business Banking/Corporate Finance function in India.