

RM – Home Loan

AUM Capital, a premier financial brand, is seeking to add an accomplished and motivated individual to our team as a Relationship Manager – Home Loans, to its rapidly growing Loan Syndication business.

Founded in 1995, AUM is now the largest distributor of Mutual Fund products in Eastern India, with pan-India presence in more than 10 locations. Managing assets of more than Rs. 18,000 Crs, we cater to Large Corporates treasuries, Financial Institutions, Provident Funds, Endowments and HNI/UHNIs across the country.

JOB SUMMARY

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The RM will be a key member of Loans team.

The **primary responsibility** of RM will be to:

- Sourcing of Home Loan proposals
- Evaluation of proposals
- Co-ordination with Financial Institutions and other lenders
- End-to-end management of loan proposals from sourcing to disbursement at the best terms for the Client

The **ideal candidate for this role shall have** high level of experience in Dealing with Banks and other Financial Institutions, Good knowledge of Loan products, superior Communication skills and providing best financial solution.

Excellent communication skills and negotiation ability will be key; must be comfortable with ambiguity and the demands that naturally arise from rapid growth.

REPORTING TO

AVP - Loans

DESIGNATION

Manager/ Chief Manager/ AVP

SALARY

As per industry standard

WORK EXPERIENCE

At least 3 years