



NABKISAN Finance Ltd

**(A subsidiary of
NABARD)**

www.nabkisan.org

NABKISAN Finance Limited (NKFL), a **subsidiary of NABARD** is registered as Non-Banking Finance Company (NBFC). NKFL is involved in providing financial assistance in the form of loans for agriculture and other rural projects to various categories of borrowers including individuals, societies, NBFCs, MFIs, producer companies, corporates, others etc. It is also a leader in lending to Farmer Producer Companies (FPOs). NKFL is looking for the following candidates.

i. **Business Development Managers (BDMs) – 5**

BDMs are required for NKFL's operations in Ahmedabad (1), Pune (1), Bhopal (1) and Mumbai (2) pertaining to mobilisation, financing, and monitoring of agri, rural development and other projects.

Key Responsibilities of the Business Development Managers

- Lead Generation, Business Development and Promotion
- Appraisal of project and preparation of techno-financial report and sanction memorandum
- Monitoring of projects, including field visit and inspection, and submission of monitoring reports and periodical MIS
- Data collection, analysis and management of data.
- Documentation, disbursement and recovery of loans.
- Compliance to processes, regular follow up with clients, capacity building, relationship management, credit management and maintenance of asset quality.
- Conduct of feasibility studies etc.

Educational Qualification:

Post Graduation/ PG Diploma in Finance/ Management/ Rural Management/ Agriculture and or any other discipline allied to management or agriculture. Computer proficiency is essential, as also good communication skills.

Experience:

- 2 to 3 years' experience, in the fields of business mobilisation, credit appraisal and monitoring in Banking, NBFC, MFI, FPOs, agriculture and related sectors, is preferred.

Other Requirements

- i. Knowledge of English and Hindi is necessary,
- ii. For Ahmedabad and Pune postings, in addition to English and Hindi, knowledge of local languages, i.e., Gujarati and Marathi respectively, is also required.
- iii. Willingness to travel extensively

Contract Period:

Initial contract is for a period of two years, which can be extended based on performance review.

Remuneration and other benefits

- (i) Salary

Consolidated pay of Rs.40,000/- per month plus other allowances towards lunch, telephone. Higher remuneration upto Rs 50,000/- per month can be considered in case of deserving candidates.

- (ii) Performance Based Incentive

The company has an attractive performance based incentive scheme which is given on identifiable performance indicators.

Interested candidates may send their CVs (as per the format attached) with supporting documents to careers@nabkisan.org

Last date for receipt of applications: **14 January 2019**

General information

- i. Applicants will be shortlisted based on the eligibility criteria indicated above. Shortlisted candidates will be called for the interview and cost will have to be borne by the candidate only.
- ii. Self-attested copies of educational qualifications and experience certificates to be submitted compulsorily at the time of the interview. Original documents would be required for verification.

- iii. NABKISAN reserves the right to call only the requisite number of candidates for the interview after preliminary screening/shortlisting with reference to candidate's qualification, suitability, and experience etc. Mere satisfying the eligibly criteria does not entitle a candidate to be called for the interview.
- iv. Applications received after the due date shall not be entertained and will be summarily rejected.
- v. NABKISAN reserves the right to cancel the recruitment for the captioned posts without assigning any reason thereof.

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