Job Role : Area Business Head (Leasing)

Employment Type : Fulltime
Location: Hyderabad, Telangana
Experience: 5–10 Years
Company Description
Heritage Finlease Limited is a NBFC company based out of Hyderabad, Telangana , India.
Website : www.heritagefinlease.in

Position Overview

We are looking for a dynamic and result-oriented **Area Business Head – Leasing** to lead our leasing business operations across Telangana. The incumbent will be responsible for driving asset and equipment leasing business volumes, expanding distribution channels, improving portfolio yields, and maintaining a healthy and sustainable portfolio.

The ideal candidate should have strong experience in the NBFC leasing sector, with a proven ability to manage both front-end business development and back-end credit, collections, and compliance functions.

Key Roles & Responsibilities

1. Business Development & Channel Expansion

- Drive asset and equipment leasing business across Telangana.
- Develop and expand distribution channels, dealer networks, and strategic business partnerships.
- Identify new business opportunities and strengthen market presence.
- Achieve business targets for disbursements, volumes, and profitability.

2. Credit & Underwriting

- Oversee credit assessment and underwriting of leasing proposals.
- Ensure quality sourcing through effective credit evaluation and risk assessment.
- Establish appropriate credit controls and maintain underwriting standards.

3. Portfolio Management & Collections

- Ensure overall portfolio quality and maintain healthy asset quality.
- Monitor overdue accounts, delinquencies, and collection efficiency.
- Drive timely collections and minimize portfolio slippages.
- Implement corrective measures to improve portfolio performance.

4. Yield & Profitability Management

- Maximize portfolio yields while maintaining competitive market positioning.
- Ensure profitable business growth through effective pricing and risk management.
- Monitor business performance against defined targets and profitability metrics.

5. Compliance & Operational Excellence

- Ensure adherence to internal policies, regulatory guidelines, and compliance requirements.
- Maintain robust operational controls and documentation standards.
- Coordinate with credit, operations, risk, and collections teams for seamless business execution.

Candidate Profile & Eligibility

- Graduate in any discipline; postgraduate qualification will be an added advantage.
- 6–8 years of relevant experience in the NBFC / Asset & Equipment Leasing industry.
- Experience in both front-end channel expansion and back-end credit underwriting, collections, and compliance.
- Strong understanding of the Telangana market and regional business dynamics.
- Proven track record of achieving business growth while maintaining portfolio quality.
- Strong leadership, team management, negotiation, and analytical skills.
- Ability to drive business performance and manage end-to-end leasing operations.

Ideal Candidate

A commercially driven professional with strong market knowledge, excellent channel relationships, sound credit understanding, and the ability to balance business growth with portfolio quality.

Application Process

Interested candidates meeting the above criteria are requested to share their updated CV at:

Email : hr@heritagefinlease.in

Ph : 8897621143