Job Role : Area Business Head-Used Vehicle

Employment Type : Fulltime
Location: Hyderabad, Telangana
Experience: Minimum 7 Years
Maximum Age: 35 Years
Product Segments: Commercial Vehicle (CV), Two-Wheeler (2W) & Tractor Loans

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, result-oriented, and experienced **Area Business Head – Telangana** to lead and drive our Used Vehicle Loan business across the state, covering Commercial Vehicle, Tractor, and Two-Wheeler finance segments.

The incumbent will be responsible for driving business growth, expanding market presence, developing distribution channels, managing sales teams, and ensuring profitable business operations while maintaining a healthy portfolio.

Key Roles & Responsibilities

1. Business Development & Growth

- Drive business volumes and achieve assigned disbursement and sourcing targets across CV, Tractor, and Two-Wheeler loan products.
- Develop and implement business strategies to expand the company's presence across Telangana.
- Identify new business opportunities and penetrate untapped markets.
- Ensure consistent business growth and achievement of profitability targets.

2. Market Expansion & Channel Development

- Build, develop, and strengthen dealer, DSA, broker, and other sourcing channels.
- Establish strong relationships with vehicle dealers, channel partners, and key market influencers.
- Explore new markets and expand the distribution network across the state.
- Monitor competitor activities and identify opportunities to strengthen market share.

3. Sales & Team Management

- Lead, motivate, and manage the sales team across the assigned territory.
- Set business targets and monitor individual and team performance.
- Ensure productivity and efficiency of sales resources.
- Recruit, train, and develop team members to achieve business objectives.

4. Portfolio Quality & Business Monitoring

- Ensure quality sourcing and maintain a healthy loan portfolio.
- Work closely with credit and collections teams to control delinquencies and improve portfolio performance.
- Monitor business metrics, collection efficiency, and portfolio quality.
- Balance business growth with effective credit and risk management.

5. Business Strategy & Performance Management

- Prepare business plans, sales forecasts, and market development strategies.
- Monitor disbursements, sourcing, conversion ratios, and overall business performance.
- Drive timely execution of business initiatives and corrective action plans.
- Ensure adherence to company policies, processes, and operational guidelines.

6. Stakeholder Management

- Coordinate effectively with credit, operations, collections, and risk teams.
- Build strong relationships with internal and external stakeholders.
- Ensure smooth execution of end-to-end business processes.

Candidate Profile & Eligibility

- Graduate in any discipline.
- Minimum 7 years of relevant business development experience in NBFCs.
- Mandatory experience in Used Vehicle Finance across Commercial Vehicle, Tractor, and/or Two-Wheeler loan segments.
- Strong track record of achieving business targets and expanding sourcing channels.
- Good understanding of the Telangana used vehicle finance market.
- Strong dealer network and channel partner relationship management skills.
- Proven experience in sales team leadership and business development.
- Excellent communication, negotiation, analytical, and leadership skills.
- Must be currently residing in Hyderabad.
- Maximum age limit: 35 years.

Application Process
Interested and eligible candidates are requested to share their updated resumes at:

Email : hr@heritagefinlease.in

Ph : 8897621143