

Position Overview	
Job Title: Territory Manager - TW	Band/ Grade: 4/5
Reporting To: Cluster Manager	Department: Retail Finance
Base Location: As relevant	State: As relevant
Key Responsibilities	
<ul style="list-style-type: none"> • Deliver month on month targets of Loan Disbursals, focusing on quality and quantity of Two-Wheeler loan in given territory. • Maintaining relationship with Manufacturing team and work closely with them • Developing strategies and business plans for further growth of Hero FinCorp business in his territory • Ensure Hero FinCorp presence in all potential dealerships/outlets in the territory. • Competition mapping, keeping track of competition in market & be updated on all market trends. • Maintaining relationships with key channel partners/Dealers. • Monitoring the schemes, timely dealer payouts, training and managing Sales Executives • Evaluating and monitoring SEs performance, gate keeping of Sales process. Ensuring Supervisory controls all the time. • Abide by company's laid down policies and processes 	
Eligibility Criteria for the Job	
Education	Graduate and post graduate
Experience	Freshers or Min 1 years of relevant exp
Skills & Competencies	Strong understanding of Industry and persuasive, customer - oriented behaviour.
Management Skills	Multi-tasking and multiple stake holder management.
Soft Skills	Should be Self-motivated, and passionate about SME and Start up opportunity. Should be aggressive and ambitious.

The Company does not discriminate in terms of recruitment, progression, terms and conditions of work and representation, on the basis of personal characteristics unrelated to inherent job requirements, including gender, race, colour, caste, disability, political opinion, sexual orientation, age, religion, social or ethnic origin, marital status, membership of workers' organisations, legal migrants, or HIV status