

BOB Financial Solutions Limited (BFSL, formerly known as BOBCARDS Ltd.) is a wholly owned subsidiary of Bank of Baroda and a Non-Deposit Accepting Non-Banking Finance Company (NBFC). BFSL was established in the year 1994 to cater to the need of rapidly growing credit card industry in a focused manner. BFSL is one among the pioneers in Indian card market and was the first nonbanking company in India to issue credit cards.

The Company's core business is credit card issuance and consumer lending. It also provides support to Bank of Baroda by carrying out its merchant acquiring operations and its debit cards operation for its overseas territories/ subsidiaries and sponsored RRBs. The Company is aiming to expand within Consumer Credit, Commercial Credit, Retail Credit, Capital Market Lending (loan against securities, IPO financing) and other Financial Services.

<b>Position</b>	<b>Manager/Assistant Vice President – Personal Loans &amp; Portfolio Management (Retention)</b>
<b>Role &amp; Responsibilities</b>	<p><b>Key highlights of the role are listed below (purely indicative and not limiting):</b></p> <p><b>Personal Loans</b></p> <ul style="list-style-type: none"> <li>• Deliver the Personal Loans sales and profitability targets</li> <li>• Deliver Personal Loans sales target through internal sales team as well as external partners</li> <li>• Deliver targeted profitability through efficient design and management of product construct, fees and charges</li> <li>• Design and launch Top Up and other value added services</li> <li>• Monitor portfolio parameters and work closely with Risk and Collections to ensure desired portfolio quality</li> <li>• Ensure compliance with regulatory and industry requirements at all times</li> <li>• Manage the Personal Loans vendor and ensure strict adherence to contract terms</li> <li>• Manage all stakeholders including Sales, Marketing, Operations, Customer Service, Finance, IT, Risk and Collections</li> </ul> <p><b>Portfolio Management (Retention)</b></p> <ul style="list-style-type: none"> <li>• This position will also be responsible for managing Retention of Credit Cards</li> <li>• Design and implement Customer Lifecycle interventions to ensure continued engagement viz. Limit Enhancement, Product Upgrade etc.</li> </ul>



	<ul style="list-style-type: none"><li>• Design and implement segmented interventions to control voluntary attrition, including empowerment matrix for Customer Service</li></ul>
<b>Job specific skills</b>	<p><b>Applicants should possess the following attributes:</b></p> <ul style="list-style-type: none"><li>• Experience in Personal Loans</li><li>• Exposure to Credit Cards</li><li>• Understanding of Indian Retail Lending Industry and Regulations governing it</li><li>• Understanding of business parameters and their impact on profitability</li><li>• Data and analytics orientation to interpret data and take necessary action</li><li>• Experience of working in cross-functional teams</li></ul>
<b>Educational Qualifications</b>	<ul style="list-style-type: none"><li>• Graduate / Post Graduate from a reputed institute</li></ul>
<b>Minimum Experience</b>	<ul style="list-style-type: none"><li>• 8 Years, including at least 5 years in product and/or portfolio management preferably in Personal Loans and/or Credit Cards</li></ul>
<b>CTC offered</b>	<ul style="list-style-type: none"><li>• Compensation will not be a limiting factor for the right candidate and will be discussed on a case by case basis</li></ul>
<b>Location of posting</b>	<ul style="list-style-type: none"><li>• Mumbai The candidate may be deputed to work with the team(s) within the organization / parent organization / any subsidiary of the parent organization if and as deemed necessary. Candidate is liable to be transferred to any other location in India</li></ul>
<b>Maximum Age on the last date of application</b>	55 Years
<b>Email to be sent to</b>	<a href="mailto:careers@bobfinancial.com">careers@bobfinancial.com</a> with subject as “Manager/Assistant Vice President – Personal Loans & Portfolio Management (Retention)”
<b>Website</b>	<a href="http://www.bobfinancial.com">www.bobfinancial.com</a>
<b>Contact Number</b>	022 - 4206 8547
<b>Other Terms</b>	<ul style="list-style-type: none"><li>• It may please be noted that company is not bound to call all the applicants for interview. Only shortlisted candidates will be called for interview</li><li>• In case of any modification in advertisement, it shall be updated only on the website.</li><li>• The above recruitment may be scrapped at any stage of recruitment process without assigning any reasons.</li></ul>



<b>Last Date for application</b>	27 <sup>th</sup> December 2018
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