



**Guru Gobind Singh Indraprastha University**  
“A State University established by the Govt. Of NCT Delhi”  
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2024/ 1020

3<sup>rd</sup> June 2024

**Sub. Placement opportunity for MBA (MALE only) students of GGSIP University of the batch passing out in year 2024 in the company “Paisabazaar”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA (Male Only) students of GGSIP University of the batch passing out in year 2024 in the company “Paisabazaar” for your reference and circulation to students to apply on given link by **5<sup>th</sup> June 2024, 11:00 AM:**

**Registration Link – <https://forms.gle/Cne9cqy8XnDL1nHY6>**

**Name of Company – Paisabazaar**

**Profile:** Relationship Manager

**Selection Procedure:** Group Discussion & Panel Interview

**Eligibility:** MBA of 2024 passing out batch from GGSIP University, Male Only.

**Package:** 4 LPA + Incentives

**Mode:** WFO

**Office location:** Gurgaon/ Noida/ Delhi

**Skills Required:**

- Strong interpersonal skills with the ability to effectively communicate with clients and stakeholders.
- Ability to work efficiently in a fast-paced environment, managing multiple tasks simultaneously

**Job Responsibility:**

- Convert Home Loan and Mortgage leads into field appointments, ensuring a smooth transition throughout the process.
- Oversee the entire process of converting Home Loan and Mortgage leads into loan disbursements, ensuring compliance with regulations and policies
- Cultivate and maintain strong relationships with Banks and NBFCs, collaborating closely to streamline loan processing and resolve any issues promptly

Please find attached JD for more information.

**LAST DATE FOR REGISTRATION IS 5<sup>th</sup> June 2024, 11:00 AM.**

**(Dr. Nisha Singh)**  
Training and Placement Officer  
CCGPC, GGS IP University



Job Description	
<b>Role</b>	<b>Relationship Manager</b>
<b>Location</b>	<b>Gurgaon, Noida, Delhi</b>
Key Result Areas	Job Requirements
Convert Home Loan and Mortgage leads into field appointments, ensuring a smooth transition throughout the process	Post Graduates- MBA/PGDM
Oversee the entire process of converting Home Loan and Mortgage leads into loan disbursements, ensuring compliance with regulations and policies	Freshers/ Experienced
Cultivate and maintain strong relationships with Banks and NBFCs, collaborating closely to streamline loan processing and resolve any issues promptly	Strong interpersonal skills with the ability to effectively communicate with clients and stakeholders
Assist clients in completing loan contracts, ensuring thorough understanding of policies and regulations	Ability to work efficiently in a fast-paced environment, managing multiple tasks simultaneously
Regularly analyze active loan files, identifying bottlenecks, and proposing solutions to expedite the loan approval process	
About the Company	
<p>Paisabazaar is one of the fastest growing and most prominent fintech brands in India. It is also the country's largest digital marketplace for lending products and free credit score platform. Paisabazaar is a part of PB Fintech, a public listed company on India's stock exchanges since 2021.</p> <p>A consumer-focussed independent, transparent and neutral platform, Paisabazaar helps consumers compare, choose and apply for relevant lending offers, through end-to-end digital journeys along with last mile assistance. In its decade-long journey, Paisabazaar has earned the trust and goodwill of over 4.2 crore consumers from 823 cities and towns across India. Through 65+partnerships with Banks, NBFCs, Fintech lenders and Credit Information Companies, Paisabazaar offers a wide choice to consumers, across Personal Loans, Credit Cards, Business Loans, Home Loans etc. on its platform.</p> <p>Paisabazaar has been at the forefront of several technology-led industry-first innovations like 'SmartMatch' and 'Digital Stack', enabling ease of access to credit. Over the years, Paisabazaar has recognized on several prestigious platforms with awards like Best Lending Fintech (Bharat Fintech Awards, India FinTech Awards), Excellence in Consumer Lending (India Digital Summit) and Best Fintech Brand (The Economic Times)</p>	