

Training & Placement Cell  
Dr. B. R. Ambedkar University Delhi  
Room No.23, Kashmere Gate Campus  
Delhi-110006  
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**Sub: - Placement opportunity for graduate/postgraduate students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in the company “Piramal Capital Housing Finance”.**

Please find the below details of placement opportunity for graduate/postgraduate students of batch passing out in 2023 in the company “**Piramal Capital Housing Finance**” for your reference and circulation to students to apply on given link by **04.01.2023**.

**Registration Link:-** <https://forms.gle/VTrBqP1oRBqjLz8fA>

**Name of the Company:- Piramal Capital Housing Finance,** <http://www.piramalfinance.com/>

**Designation: -** Sales Relationship Manager

**Salary:-** 3 LPA

**About the Company:-**

Piramal Capital & Housing Finance Limited, formerly known as Dewan Housing Finance Corporation Ltd. wholly owned subsidiary of Piramal Enterprises Limited (the flagship company of Piramal Group), is registered as a housing finance company with National Housing Bank (NHB) and engaged in various financial services businesses. It provides both wholesale and retail funding opportunities across sectors.

In real estate, the platform provides housing finance and other financing solutions across the entire capital stack ranging from early stage private equity, structured debt, senior secured debt, construction finance and flexi lease rental discounting. Hospitality sector financing is a recent foray of Piramal Finance. Here we are providing financing solutions to hotels which will be operated by branded players in established and emerging markets. The wholesale business in the non-real estate sector includes separate verticals - Corporate Finance Group (CFG) and Emerging Corporate Lending (ECL). CFG provides customized funding solutions to companies across sectors such as infrastructure, renewable energy, roads, industrials, auto components etc. while ECL focuses on lending towards Small and Medium Enterprises (SMEs).

The introduction of retail lending was a natural progression attributed to the size, scale and growth of the company’s financial services business. The Housing Finance’s strength lies in its rich experience and its network in the wholesale lending and construction space.

Piramal Finance through its group companies provides customized strategies for institutional and retail investors such as Mumbai Redevelopment Fund focused on slum rehabilitation and Apartment Fund focused on bulk buying individual units (Through Piramal Fund Management) and strategic partnerships with leading global pension funds such as CPPIB, APG and Ivanhoe Cambridge.

**Roles & Responsibilities:**

- Responsible for establishing the Piramal brand and for managing the sales and business development targets for assigned portfolio with focus on affordable / mass affluent / LAP segment in the assigned location from open market, channels and developer relationships.
- Responsible for listening to the customer and cross selling products that meet the consumers

- End to end customer management – enquiry to disbursement.
- Be knowledgeable about the product portfolio, features, processing fees et al and guide customer through the same as required
- Responsible for channel empanelment, customer acquisition and cultivating relationships
- Ensure adherence to all compliance related responsibilities e.g. customer KYC
- Adherence to the organizations policies and procedures and compliance with legal and regulatory requirements
- Responsible for ensuring the proper completion of the files within timeline as per the company checklist
- Responsible for ensuring the proper closure of disbursement documentation within the timeline
- Coordinate with internal teams and customers for any post disbursement issues
- Provide market feedback on product offerings based on customer feedback
- Ensure that all customer documentation is maintained in the prescribed format and transfer of documents is done safely and seamlessly
- Support collections team in assessing delinquency
- Responsible for activation, training and development of channels and release of channel payments on time
- Responsible for communicating the reasons for rejection to the customer whose file has been rejected
- Collaborate with Operations team for resolving PDD (Post disbursal document) issues
- The incumbent is required to have a good knowledge and understanding of the local affordable / mass affluent markets and PMAY Willingness to adapt to digital tools and processes
- Customer Service Orientation - Identifies and anticipates customer needs and responds to them by maintaining long term relationships

**Qualification: -**

- Graduation
- Postgraduation

**Salary:**

- CTC – 3 LPA

\*for batch 2022-23

**ONLY ELIGIBLE AND INTERESTED STUDENTS OF DR. B. R. AMBEDKAR UNIVERSITY DELHI ARE ADVISED TO APPLY.**

**(Mr. Sachit Sharma)  
Assistant Registrar  
Training & Placement Cell**