



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/ 901

1st March 2024

Sub. Placement opportunity for MBA students of GGSIP University of the batch passing out in 2024 in the company “Loan Frame”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of GGSIP University of the batch passing out in 2024 in the company “Loan Frame” for your reference and circulation to students to apply on given link by **3rd March 2024**:

Registration Link: <https://forms.gle/neEpFriVro44LgPF8>

Name of Company – Loan Frame

Position: AM, Sales-Unsecured Business Loans

Eligible Streams: MBA students of 2024 passing out batch

NOTE: should be open for field sales.

Salary and Benefits: CTC of INR 4.5 L Fixed plus 48K reimbursement

Location: Delhi

LAST DATE FOR REGISTRATION IS **3rd March 2024**.

(Dr. Nisha Singh)

Training and Placement Officer
CCGPC, GGS IP University

AM, Sales-Unsecured Business Loans

The Company

We are ambitious: There are over 400 million small businesses globally -- the majority do not have access to institutional credit and our goal is to turn this on its head by leveraging technology to narrow the \$5.2 Trillion financing gap. Small businesses are at the heart of the economy and unlocking much needed credit at the right price will help them accelerate growth, in turn creating new jobs, products, services and wealth. Our aim is to leverage cutting edge technologies and data to build the most sophisticated and trusted next generation small business lending platform. We accelerate credit to MSMEs through our fintech lending marketplace in India and SaaS lending platform in the US.

We are funded by leading global venture capitalists who share in our vision to transform small business lending in the Indian sub-continent.

Loan Frame was adjudged the Financial Express' FE India's Best Banks Award in the Fintech Category for the year 2017-2018.

The Team

The management team, investors and advisors helped build some of the most successful and iconic companies in India and globally. They come from backgrounds including experience with firms such as McKinsey, Visa, JP Morgan, Citigroup, American Express, Goldman Sachs, Blackrock, Macquarie, Accenture, BCG, HSBC, Copal Amba (Moody's) and educational institutions such as Harvard, Wharton, Kellogg, Princeton, MIT, IIM, IIT and ISB.

The Opportunity

You will get to play a role in helping build a very high-profile division within a game changing SME Lending company. The main purpose of this role is to assume responsibility for driving the sales effort and building relationships with business loan customers.

The Role

- Aggressively drive the sales numbers and achieve the business targets for by originating very high-quality loans through partner channels.
- Create a robust pipeline of unsecured business loans via partner channels.
- Retain and expand the company's customers base for unsecured business loan product to ensure repeat business or referrals.
- Constantly keep abreast on market trends and competitor intelligence
- Ensure the files are processed from login stage to disbursement and liaise with internal departments (Operations and Credit) for completion.
- Work closely with team operations, credit, finance and other teams for a smooth borrower experience
- Ensure compliance to all Audit / RBI regulations as well as processes, policies and reports as per company designed systems.

The Ideal Candidate

- Self-starter, process oriented and a high degree of solution orientation and perseverance
- High integrity, very hard working and entrepreneurial
- Demonstration of hard work and persistence in other areas
- Good English and Hindi communication skills
- A Bachelor's degree from a recognized institution. Post-graduation is preferred.
- Demonstrate potential for sales (service mindset)
- Demonstration of negotiation skills
- Have working knowledge of MS office especially MS Excel and MS PowerPoint

- Demonstration of relationship building strength

Why Join Us

We offer a competitive salary, variable bonuses, health insurance. You will get to be in the front seat of a fast paced, rapidly growing game changing fin tech company and team that is reshaping small business credit in India.