

RECRUITMENT

Can Fin Homes Limited (CFHL), is a listed Company with AUM of more than Rs.32,000 Cr, incorporated under Companies Act, 1956. The Company is a Housing Finance Company, registered with National Housing Bank and regulated by Reserve Bank of India. The Company is looking for recruitment of suitable candidates for the following positions:

- 1) Chief Managers
- 2) Senior Managers
- 3) Managers

Candidates can apply **ON-LINE** by clicking on the link <https://www.canfinhomes.com/career.aspx>

Candidates are advised to read the notification and ensure their eligibility before submitting the online application.

Age, Eligibility Criteria & other details as on 31/03/2024

The age, educational qualification & eligibility criteria shall be reckoned as on 31/03/2024.

Qualification & Experience:

SL No.	1	
Role	Sales & Marketing	
Grade	Chief Manager	
Experience	Minimum 8 to 10 years post qualification work experience in any scheduled or commercial Banks or HFCs.	
Age	About 35	Location: Bengaluru
Educational Qualification	Any Graduate/Post Graduate from a reputed University / Institute with minimum 60% marks. Candidate with additional qualification in the field of sales and marketing, business administration or a related field will be preferred.	
Job Description	<p>As a Sales & Marketing specialist, will be responsible for-</p> <ul style="list-style-type: none"> • Market Research: Conducting market research to identify potential customer segments, trends, and competitive landscape to develop effective marketing strategies. • Lead Generation: Generating leads through various channels such as digital marketing, social media, email campaigns, networking events, and partnerships. • Sales Pipeline Management: Managing the sales pipeline by nurturing leads, qualifying prospects, and moving them through the sales process to conversion. • Client Acquisition: Actively prospecting and acquiring new clients by presenting the company's financial products and services, such as loans, mortgage products, insurance, or investment plans. • Marketing Collateral Development: Creating marketing materials such as brochures, presentations, case studies, and whitepapers to support sales efforts and educate clients about the company's offerings. • Digital Marketing: Implementing digital marketing strategies including search engine optimization (SEO), pay-per-click (PPC) advertising, content marketing, and social media marketing to increase brand visibility and attract potential customers. • Campaign Management: Planning, executing, and analyzing marketing campaigns aimed at lead generation, customer acquisition, cross-selling, and brand awareness. • Customer Relationship Management (CRM): Utilizing CRM tools to track interactions with clients, manage customer data, and nurture relationships for repeat business and 	

	<p>referrals.</p> <ul style="list-style-type: none"> • Sales Presentations and Negotiations: Conducting sales presentations to showcase the benefits of the company's products and services, as well as negotiating terms and conditions with clients to close deals. • Cross-Selling and Up-Selling: Identifying opportunities to cross-sell or up-sell additional products and services to existing clients based on their financial needs and goals. • Market Expansion: Identifying new market opportunities and developing strategies to expand the company's reach and penetration in existing and new geographic regions. • Brand Management: Upholding and promoting the company's brand image and values through all marketing and sales activities, ensuring consistency and alignment with the company's objectives. • Reporting and Analytics: Providing regular reports to management on marketing and sales performance, including key metrics, campaign effectiveness, ROI analysis, and market trends.
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SL No.	2	
Role	Accounts & Finance	
Grade	Chief Manager	
Experience	Minimum 8 to 10 years with professional experience in listed Company – HFCs/NBFCs as Chartered Accountant as per Company's requirement.	Location: Bengaluru
Age	About 35	
Educational Qualification	Chartered Accountancy (FCA/ACA)/Cost & Management Accountancy (FCMA).	
Job Description	<p>The roles and responsibilities may include:</p> <ul style="list-style-type: none"> • Financial Reporting: Ensuring accurate and timely preparation of financial statements in compliance with regulatory requirements and accounting standards. • Regulatory Compliance: Staying updated with relevant laws and regulations governing NBFCs/HFCs and ensuring compliance with them, including RBI guidelines. • Internal Controls: Establishing and maintaining internal control processes to safeguard company assets and prevent fraud. • Audit Management: Coordinating with internal and external auditors during audits, providing necessary information, and addressing audit findings. • Budgeting and Forecasting: Assisting in the preparation of budgets and forecasts to support financial planning and decision-making processes. • Tax Planning and Compliance: Advising on tax planning strategies, ensuring timely filing of tax returns, and managing tax audits. • Financial Analysis: Analysing financial data to identify trends, assess performance, and provide insights for management decision-making. • Treasury Management: Managing cash flow, investments, and borrowing activities to optimize liquidity and minimize risk. • System Implementation: Participating in the implementation or upgrade of accounting and financial reporting systems to improve efficiency and accuracy. • Team Supervision: Leading and supervising a team of accounting professionals, providing guidance and training as needed. • Review and maintenance of branch accounts (approximately 200 branches and growing). 	

	<ul style="list-style-type: none"> • Control of inter-branch reconciliation. • Basic knowledge of applicable direct and indirect taxes. • Develop and implement monthly, quarterly and annually MIS. • Resolve branch accounting matters. • Any other work entrusted by the management from time to time.
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SL No.	3
Role	Compliance
Grade	Senior Manager
Experience	Candidates with a good command over the English language, writing skills with 7+ years' experience in handling Statutory Compliance, Regulatory Compliance, Policy vetting & implementation in NBFC/HFC/Bank.
Age	About 35 Location: Bengaluru
Educational Qualification	Graduation/Post Graduation with Company Secretary-Executive level/Qualified.
Job Description	The candidate should ensure adherence to regulatory requirements, internal policies, Statutory requirements & implementation..

SL No.	4
Role	Corporate Communication
Grade	Senior Manager/Manager
Experience	Candidates with a good command over the English language, writing skills with 5-7 years' experience in handling Corporate Communication in a Financial Institution/Bank/MNC etc.
Age	About 35 Location: Bengaluru
Educational Qualification	Any Graduate from a reputed University / Institute with minimum 60% marks. PDGB in Mass Communication/Public Relations (PR).
Job Description	The candidate will play a supporting role in the PR & Corporate Communications function. The ideal candidate should be comfortable with data analysis and familiar with the communication & PR landscape. The candidate should be eager to contribute towards corporate and branding efforts.

SUBMISSION OF ONLINE APPLICATION:

The guidelines for filling the on-line application are as follows:

- All candidates should have a valid mobile number / personal mail ID for login and the same should be kept active till the completion of this recruitment process.
- Candidates are required to upload their photograph and signature.
- Incomplete application will not be valid.
- Candidates should fill in the details in the On-line application at the appropriate places and click on the "SUBMIT" button. Application no. shall be generated. Candidates are advised to verify every field for any correction before submission.
- All communication will be sent to the candidate by e-mail only.

Candidates need not send any print out of Application, documents, etc. by post or other means.

SELECTION PROCEDURE & CALL LETTERS:

The selection shall be by way of Short-listing of the online applications received for the required location. Depending upon the number of vacancies, Company reserves the right to shortlist the candidates, based on their academic qualification score & experience in the relevant field and only those shortlisted candidates will be called for Virtual Interview.

The shortlisted candidates will be informed by email for Virtual interview. The details of time & date alongwith the link to log in for Virtual Interview will be informed to the shortlisted candidates through e-mail only and no separate communication will be sent to the applicants.

The final selection will be on the basis of rank lists drawn based on the total marks secured in the interview and other criteria. The selection of the candidates by the Company is final and binding on the candidates.

ACTION SHALL BE TAKEN AGAINST CANDIDATES IF FOUND GUILTY OF MISCONDUCT:

Note that, candidates should not furnish any documents/particulars that are false, tampered, fabricated or suppress any material information while submitting the application.

GENERAL INSTRUCTIONS

- 1) Candidates should ensure that they fulfill the eligibility criteria before applying. The Company reserves the right to reject any candidate's application at any stage.
- 2) Canvassing in any form will be treated as disqualification.

The Company reserves the right of selection/rejection of candidates.

Date : 19/04/2024
Place : Bengaluru

Sd/-
Dy. General Manager