

CORPORATE RESOURCE CELL

RU/CRC/JO/2025/061

Dated: 25th July 2025

Bajaj Finance Limited

About Company:

Bajaj Finance Limited is one of India's leading non-banking financial companies, known for its strong presence in the lending space and innovative financial products. With a wide network across India and a commitment to delivering excellence, Bajaj Finance empowers customers through digital transformation and personalized financial solutions..

Job Title: Deputy Manager (Field Sales Role)

Company: Bajaj Finance Limited

Location: Pan India (Metro & Non-Metro Cities; Gujarat-preferred)

Position Type: Full-Time (Field Sales Role)

Eligibility: MBA/Post Graduate Students – 2025 Pass-outs only

Salary: Metro Locations: Fixed: ₹4,50,000 | Total CTC: ₹5,68,994, **Non-Metro Locations:** Fixed: ₹3,90,000 | Total CTC: ₹4,93,128

About the Role:

We are excited to welcome passionate and driven future professionals to our Consumer Durables and Digital Product Finance divisions. As a Deputy Manager, you will play a key role in ensuring customer acquisition, driving revenue growth, and strengthening dealer relationships. This is a dynamic **field sales role** that provides hands-on exposure to business development and customer engagement.

Key Responsibilities:

Achieve monthly sales targets by onboarding and managing dealers, Recruit, guide, and monitor sales representatives, Develop long-term customer relationships by understanding and fulfilling their needs, Drive the sales process from planning to execution, Prepare and present sales reports and forecasts, Work collaboratively across departments to ensure customer satisfaction.

Skills Required:

Excellent communication and interpersonal skills, Strong relationship-building and negotiation abilities, Result-driven and customer-focused mindset, Proficiency in regional language (Gujarati preferred for Gujarat postings), Good analytical and organizational skills

Designation Structure:

Initially, candidates will join as **Functional Trainees** for 6 months. Upon successful completion, the designation will be upgraded to **Deputy Manager**. Please note: both roles are equivalent in structure and function.

Departments:

Openings are available in **Consumer Durables (CD)** and **Digital Product Finance (DPF)**. Department allocation will depend on business needs.

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Commitment:

Candidates must be willing to **join immediately** post-selection and remain committed to the **field sales** nature of the job.

Selection Process:

1. **Registration**
2. **Aptitude Test**
3. **HR Underwriting Round**
4. **Business Interview**
5. **Final Onboarding**

Important Notes:

- Leave will be granted for university exams.
- This is a **field role** – candidates must be comfortable with on-ground sales operations.
- Candidates must apply only if they are genuinely interested in working in the selected locations.

Interested Candidates are advised to drop their resume by filling google form latest by 26th July, 2025 by 1:00 PM

<https://forms.gle/Vf1kwYukunvewT6B7>

Copy to:

1. Departmental Coordinator
2. IQAC
3. for Circulation, 4. Master File

For queries or further information: mail: crc@raiuniversity.edu Call +91 96876 76186