



**Role:** Business Development - SME Lending

**Company:** OXYZO Financial Services

**Website Link:** <https://www.oxyzo.in/>

**Present Asset Size:** INR 6,700Cr. +

**Location:** Chennai/ROTN/Hyderabad/Bangalore/Mysore/Mangalore/Hubli/Dharwad/Belgaum

### **About OXYZO:**

OXYZO is among India's leading Non-Banking Financial Companies (NBFC). We offer Lending Products to other Businesses (our clients) and help them run and grow their businesses better.

We have multiple B2B Lending Products such as - Business Loans, Working Capital Financing, Supply Chain Financing, Machinery Finance, Loan Against Property (LAP) and other Structured Financing products.

OXYZO is the lending arm of **OfBusiness Group** - one of the leading conglomerates in India which is a multinational house of brands - housing 30+ companies and a tightly knit family of 15,000+ members.



### **Responsibilities:**

1. Actively sourcing and acquiring SME clients (up to 500 Cr. TO) across a spectrum of industries including Manufacturing, Engineering, Chemicals, Pharma, Textiles, and Logistics.
2. Conducting thorough credit and risk analyses to inform sound decision-making, while adeptly preparing credit notes to facilitate smooth deal structuring.
3. Ensuring seamless document fulfillment and timely disbursement of credit facilities
4. Working alongside the leadership and risk team to structure competitive deals and onboard clients effectively.
5. Collaborating with the leadership to identify and capitalize on new growth clusters and industries
6. Building and leveraging a strong network within industry circles to expand the business portfolio and capitalize on emerging prospects.

### **Must Haves - What we are looking for:**

1. Previous experience working in Banks or NBFCs
2. Proven track record in Sales.
3. Strong aspiration for a long-term career in sales.
4. Ambitious with a drive to make a significant impact.

### **What you get:**

1. Industry best internal growth and progression (in terms of Grade/Wealth/Team/Learnings) with one of India's biggest and fastest growing NBFCs
2. Opportunity to work alongside and learn from some of the best commercial stalwarts

3. Competitive Pay & Benefits
4. Meritocratic and Rewarding Environment
5. Opportunity to do lending products with distinct USPs (Product Structuring, Best TAT, Broader Client Coverage, Higher Risk Appetite, Superior Client Experience, etc.)

**Leaders you will be working with:**

1. [Asish Mohapatra](#)
  2. [Ruchi Kalra](#)
  3. [Vasant Sridhar](#)
  4. [Ankush Jain](#)
  5. [Pratyush Nalla](#)
  6. [Manvendra Singh Tomar](#)
  7. [Ashvarya Abhishek](#)
  8. [Varun Kumar Sama](#)
  9. [Prijo Sebastian](#)
- and many more....

**OXYZO in News:**

1. <https://www.cnbctv18.com/business/companies/ofbusiness-lending-unicorn-oxyzo-nearly-triples-profits-in-fy23-16974771.htm>
2. <https://www.moneycontrol.com/news/business/announcements/fintech-unicorn-oxyzo-reports-185-jump-in-pat-at-rs-197-crore-in-fy23-10823951.html>
3. <https://timesofindia.indiatimes.com/business/india-business/husband-and-wife-entrepreneurs-mint-own-unicorns-within-a-year/articleshow/90393384.cms>
4. <https://economictimes.indiatimes.com/tech/startups/ofbusiness-lending-arm-oxyzo-turns-unicorn-with-maiden-external-funding/articleshow/90381668.cms>
5. <https://www.moneycontrol.com/news/tags/oxyzo-financial-services.html>

**Please fill the following Application Form to submit your candidature:** <https://forms.gle/Swgp9mN4siquJkZp6>