



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for Vistaar Finance Ltd. on 18th November, 2017 at S. R. Luthra Institute of Management



Quick Details

Employer	Vistaar Finance Ltd.
Date of Interview	18 th November, 2017
Designation Offered	Associate Managers – Equity Profile
Maximum Earning Potential	INR 4,20,000 p.a.
Interview conducted by	Mr. Lowkesh Sharma (State Business Head, Vistaar Finance Ltd.) Mr. Ajit Singh (Regional HRBP, Vistaar Finance Ltd.)
No. of students Appeared	27
No. of Students Selected	2

Company Overview

Vistaar is a commitment by two entrepreneurs and over 2000 employees who believe that by supporting and creating new economic opportunities for deserving small business women and men, lives can be enriched and communities can be transformed. The company focuses on the missing middle segment, which is not effectively served by the formal financial system. The objective is to make finance available at a reasonable cost and deliver in a transparent manner. In the process, Vistaar aims to continuously attract mainstream capital and human resources to serve these chosen segments

Job Profile

Eligibility criteria: Candidate must have 60% or more in SSC, HSC, Graduation and MBA (Compulsory)

Offered Designation: BM (Branch Manager), CM (Credit Manager)

Roles and Responsibilities:

BM (Branch Manager)

- Managerial Responsibilities
 - Leading/managing the team members/customer relationship officers to achieve the target business numbers.
 - To maintain good relationship with Vistaar Channel Partners and have good database from these partners to source leads from them.
- Functional Responsibilities
 - Achieving the given target within time limits by supporting team members and continuous generation of business through CROs, VCOs
 - Conducting daily huddle meeting in the first hour with CROs, CM and Ops to discuss the business strategy, sharing of different ideas, solve/attend any issues with overall objective of achieving team spirit and business.
 - Ensuring timely and regular log in by the respective CROs in order to keep the business flowing on continuous basis.

CM (Credit Manager)

- Managerial Responsibilities
 - To help manage the branch with help of Branch Manager
- Functional Responsibilities
 - Enforcement and adherence of the company credit process and policy in the Branches for Secured Loans
 - Approval of Secured Loans
 - Review of portfolio with respect to delinquency/losses/fraud of the portfolio with branch manager

- Hand holding of branches in initial stages for better understanding of processes including customer assessment, cash flow, CPV etc
- Interacting with Branch Managers and Cluster Business Manager from risk and loss control perspective.

Package: BM (Branch Manager) - INR 4, 20,000 p.a

CM (Credit Manager) -INR 4, 20,000 p.a

Location: BM (Branch Manager) - Anywhere in Gujarat

CM (Credit Manager) -Anywhere in Gujarat

Selection Process

After Pre placement talk, 23 students from SRLIM, Surat appeared for further rounds of the selection process.

Group Discussion

9 candidates were shortlisted for the personal round of interview based on their excellent performance in the group discussion round.

Personal Interview

Personal Interview was conducted by Mr. Lowkesh Sharma (State Business Head) and Mr. Ajit Singh (Regional HRBP) for 6 shortlisted students at SRLIM Campus, Surat office on 18th November, 2017. Finally 2 students were selected for the aforementioned designation.