



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for Small Business FinCredit India (SBFC) on 16th February 2019 at S. R. Luthra Institute of Management

SBFC

SMALL
BUSINESS
FINCREDIT



Company Overview

SBFC is a new-age financial services institution focused on providing credit to small businesses & consumers. SBFC aims grab the unique opportunity of financing 50 million small business through technology adoption. They are start-up with a history of 9 years, having 1000 employees across 90 branches. SBFC is led by former HDFC Bank Senior Executive Aseem Dhru as CEO & MD. In a first of its kind agreement in the country, SBFC & ICICI bank have tied up to co originate Micro Enterprise loans in Jan-19.

Quick Details

Employer	Small Business FinCredit India (SBFC)
Date of Interview	16 th February 2019
Designation Offered	Branch Sales Manager - Business
Maximum Earning Potential	INR 4,00,000 p.a.
Interview Conducted by	Ms. Manali Ghosal (HR Manager) Mr. Vikas Sharma(ZBM) Mr. Kishor Pokiya (BM) Mr. Vijay Dalal (BSM-ME)
No. of students Appeared	65
No. of Students Selected	9

Job Profile

Roles and Responsibilities: Understand SBFC's Business Vision and develop & implement the business plan for the assigned branch in alignment with the business Vision, Initiate Daily, Weekly and Monthly sales planning and execution, Generating new business and ensure the productivity month on month basis, Ensure all customers provide references, improve customer satisfaction in order to increase retention, Attend personal discussion with customer to understand customer profile. Provide insights to credit team to reduce fraudulent cases Improve branch Sales efficiency and effectiveness

Location: Surat, Ahmedabad and Entire Gujarat.

Selection Process Details

	Pre- Placement Talk	Stage 1 GD	Stage 2 PI 1	Stage 3
	Appeared	Appeared	Appeared	Selected
# Students	65	45	18	09