

Company Name: ValuEnable Pvt Ltd (A Zerodha backed Insurtech)

ValuEnable is a digital-first lending platform revolutionizing how customers access liquidity against their investments. We are India's leading LAS platform offering paperless, fast, and flexible loans backed by mutual funds, shares, bonds, and insurance policies.

Position: Zonal Head (West & North) – Digital LAS

Role Overview

As **Zonal Head – LAS**, you will drive business growth across your assigned zone through a mix of direct sales, distribution partnerships, and channel alliances. You will be responsible for achieving disbursement targets, activating key partnerships, and ensuring end-to-end operational efficiency in the loan origination process.

Key Responsibilities**Business Development & Sales**

- Deliver monthly and quarterly disbursement and AUM targets across the zone
- Identify and onboard distribution partners – wealth managers, IFAs, insurance brokers, and aggregators
- Develop and lead a high-performing regional sales team, including Area Sales Managers and Relationship Officers

Channel & Partner Management

- Deepen engagement with lending partners, custodian arms, and asset managers to streamline transaction flows
- Execute regional campaigns and incentive programs to boost partner productivity
- Act as regional SPOC for key partners and clients for escalations and customized support

Process & Compliance Oversight

- Ensure smooth digital onboarding, documentation, and credit evaluation with minimal TAT
- Liaise with operations and risk teams to close high-value deals and monitor portfolio quality
- Ensure regulatory and process compliance in all lending and customer interactions

Market Intelligence & Reporting

- Monitor competitor activity, pricing benchmarks, and customer preferences to inform strategy
- Generate regular MIS reports on disbursements, lead funnel, partner performance, and zone P&L
- Provide feedback to central product and marketing teams for regional adaptation of campaigns

Key Requirements

- **Experience:** 8–12 years in financial services with minimum 3+ years in LAS/LAP/secured lending. Experience in wealth management, broking, or lending partnerships is a strong plus
- **Skills:** Regional business development, sales team leadership, partner/channel onboarding, digital process exposure
- **Education:** Graduate/MBA in Finance, Marketing, or related field
- **Location Expertise:** Strong regional knowledge and networks in the assigned zone

Preferred Attributes

- Self-driven and goal-oriented with a strong execution mindset
- Strong interpersonal and communication skills to manage both internal teams and external partners
- Hands-on understanding of investment products (MFs, Insurance, Equity) and collateralized lending

What We Offer

- Opportunity to lead a high-impact vertical in a fast-growing fintech
 - Performance-driven culture with competitive incentives and ESOPs (where applicable)
 - Platform to work with experienced leadership in digital lending and wealth-tech
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