



TSDC | THAKUR SHYAMNARAYAN
DEGREE COLLEGE

Approved by Gov. of Maharashtra | Affiliated to University of Mumbai

• NAAC Accredited Grade 'A' (1st Cycle)

• ISO 9001 : 2015 (Certified)

• Institute Code - 1019

Ref: TSDC/IP-07/110/2026-27

Date : 08/07/2026

NOTICE
Training & Placement Cell

The mentioned job opening is for all the graduated batches of this college.

Designation: Sundaram Finance Associate

Job Type: Fixed term contract (Can be renewed every year), FTC, based on the performance.

Location: Mumbai – Chembur, Thane, Kalyan, Andheri, Borivali, Vasai, Vashi, Kalamboli, Belapur.

CTC: ₹2.38 L (fixed) + Monthly & Quarterly (Incentive based on performance and productivity)

Experience. 0-3 years

Education Qualification : UG pass out students

Age: 18 - 25 years

Key Highlight: Opportunity for promotion every year - renewal either for same position, or upgrade to next level (Sundaram Finance Associate to Senior SFA to Junior Officer (Sales)).

Products : Vehicle Finance for New and Used:

Retail- Car, Commercial Vehicles - SCV, LCV, ICV, M&HCV; Construction equipment.

Job Description(1):

- Collect daily sales figures from the dealerships where he / she is handling.
- Work closely with the dealer's Sales team and Finance coordinator for generation of adequate leads.
- Lead generation through promotional activities/ walk-in customer/ cold calls, etc.
- Facilitate collection of KYC and minimum back papers and pass it on to our Field Executive for further process.
- Explore favourable cross selling opportunities with the customers.
- Constantly upgrade the market knowledge on financial products.

This phase requires daily travel, outdoor movement, and face-to-face interaction.

Involves coordination between customer, dealer, and office.

Requires confidence, communication skills, and on-ground coordination.

Mandatory candidates should have a 2-wheeler license.

Products: Home Loan, Insurance & Investment.

Job Description(2):

Product: Home Loan - Job Description

- Acquire new customers from the market.
- Collection of prospective customer information and arrange Home Loan events in potential areas.
- Ensuring data security.
- Exploring favorable cross selling opportunities with Home Loan customers.
- Managing & Coordinating with Home Principals
- Product: Asset Insurance/ General Insurance - Job Description

- Be aware of the insurance finance process and its penetration in the business.
- Acquire new customers from the market.
- Collection of prospective customer information through the promotional activities like insurance awareness programs in transport areas/unions.
- Ensuring data security.
- Exploring favourable cross selling opportunities with the customers.

Product: Health Insurance - Job Description

- Be aware of health insurance and other insurance products and its penetration in his business.
- Acquire new customers from the market.
- Collection of prospective customer information through the promotional activities like insurance awareness programs
- Contact the existing customers 60 days before the renewal date.
- Ensuring data security.
- Exploring favorable cross selling opportunities with the customers.

Product: Life Insurance - Job Description

- Be aware of all Life Insurance Products of three principals (Kotak Life, ICICI Pru & LIC)
- Acquire new customers from the market.
- Collection of prospective customer information
- Ensuring data security.
- Exploring favorable cross-selling opportunities with the customers.

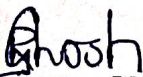
Product: Investment – Job Description

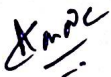
- Acquire new customers from the market.
- Collection of prospective customer information through promotional activities.
- Approach existing SF and group customers for business and share information regarding various Investments and schemes.
- Ensuring data security.
- Exploring favorable cross-selling opportunities with the customers.
- Provide personal assistance with documentation.
- To be aware of the investment process and its penetration in his business.
- Obtaining the necessary documents from customers along with the payment. Processing the applications for approval. Responding to customer queries and grievances and providing timely information and redressal.
- Ensuring committed numbers are achieved.
- Checking Portfolio of customers and give them time to time update of the stocks and advise or suggest timely changes. CMS updating
- Required to clear the NESM exam post joining.


Registration Link: <https://forms.gle/DUfbnggR5ZaAxxgZa7>

Last Date to apply: Friday, 10th July 2026

Kindly join the given whatsapp link(in the registration form) post filling the registration form.


Mrs. Ruby Ghosh
Training Officer


Mrs. Abha Dhote
Placement Officer


Dr. G.D. Giri
Principal

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