

Job Description for Regional Head

1. Leader of the Region in all respects. Hiring and managing members of the team. Leading Collections and Legal team for the region.
2. Overall owner of Collections target and cost of collections.
3. Set recovery targets in the hub region and formulate strategies to achieve the same.
4. Take daily updates from the collection personnel in all the offices in his control.
5. Formulate case-wise, location-wise, portfolio-wise collection strategies their effective implementation. Zonal Collection Manager in developing strategies to limit foreclosures, repossessions, etc.
6. Manage the re- possession and sale of assets from defaulters.
7. Develop collection agency infrastructure across the Region. Relationship driver with Collections, Repossession and Enforcement agencies. Strong vendor management and process orientation with hands-on experience.
8. Liaison with the legal personnel for recovery related issues.
9. Oversee and manage the functioning of the Managers in the Branches.
10. Lead portfolio acquisition DDs and providing accurate case information and assistance in pool/case evaluation.
11. Engage in development, implementation, review and monitoring of various collection programs and providing training and coaching to continuously upgrade the competency of the team members across levels.
12. Conducting audit across the zones in regular intervals and ensure zero errors in place. Maintain quality and controls in the region.
13. P&L (like a business owner) for the region. Cost of Collections, Revenue Line, Collections Forecasting and Plan Achievement.