



SENIOR MANAGER – BANK & NBFC RELATIONSHIPS, LENDER PARTNERSHIPS

ZestMoney is the largest and fastest growing digital lending platform In India that provides consumers with direct access to loans through a fast, convenient and transparent experience. ZestMoney has built a platform to drive financial inclusion by meaningfully improving the lives of more than 300 million households who currently have no access to credit cards or any other formal financing options because of insufficient credit history.

ZestMoney is India's first completely automated lending platform designed for underserved consumers. It enables lenders to reach a wider market by using an algorithmic credit-underwriting model to power lending decisions based on alternative data sources. It offers configurable digital products, instant approval, and the best user experience in the market (NPS of 73).

Accurate risk decisioning, risk-based pricing, technology-driven collections combined with low acquisition costs has resulted in very attractive unit economics. ZestMoney uses a B2B2C model for distribution, working with partners to solve the affordability challenge in India. Retailers from Amazon to Xiaomi work with ZestMoney to upsell, boost conversion and grow their market size. ZestMoney is the largest Cardless EMI partner Flipkart, Amazon and Xiaomi in India.

ZestMoney has over 5 million registered users and loan disbursals grew over 6X in 2017. Our user base is seeing a phenomenal rise from tier 2/3 cities of India who aspire to own latest products easily and quickly. ZestMoney not only expands access to loans, but it allows consumers to build a credit history that can help broaden their access to future financial products.

Founded by a team with more than 40 years of combined experience in global financial technology. Ashish, Priya and Lizzie, (Female Fintech Leader of the year) have deep expertise in creating financial products that cater to masses.

Roles and Responsibilities

- Responsible for new initiatives, strategic alliances & partnerships with banks and NBFCs
- Conceptualizing & designing for lender by classifying lenders in various segments, understanding their requirements and matching with ZestMoney objectives
- Provide leadership to the teams and manage key internal and external stakeholders
- Development and implementation business plan and sales targets
- Managing Lender relationships by providing periodic reviews, dispute management and resolution
- Monthly Reporting – Preparedness & Implementation

Key skills, knowledge & experience required

- 7-9 years of experience in business development and relationship management roles in financial services and /or technology roles
- Good understanding of P&L, business and management accounting
- Systems thinking – good understanding of technology and operations
- Start-up experience and ability to run with things on their own Comfort with ambiguity
- Willingness to travel
- Good academic background. MBA preferred
- Bangalore based (preferable)



To succeed and lead at Zest, you will need

- Ability to operate and communicate with every business unit and level of hierarchy
- High levels of energy and enthusiasm for all that you do
- Be someone who does not take “no” for an answer and pushes for continuous innovation and evolution
- Have extremely high standards in everything you do – you will be required to keep raising the bar
- Ability to think big and to inspire a vision in others
- Kindness, warmth and a positive, optimistic attitude

And, what do you get in return?

- Opportunity to be part of one of the most exciting consumer growth stories in the world
- One of the best funded and most far advanced companies in the space (investors are leading global VCs)
- We will teach you all you need to know about “Fintech”
- Endless amounts of learning and development – formal and informal
- Ability to work with some of the best, nicest and most passionate people in the digital lending industry – from all over the world
- Founders with the right vision and motivation to make this a success story
- Freedom to work how you like (we do not do ‘facetime’)
- A culture of trust and honesty – we will not second guess you
- A flat structure with minimal politics or hierarchy
- Recognition and respect for your work
- Market beating compensation and Equity ownership for the best candidate
- Lunch, great healthcare, decent coffee and a nice office.