NABKISAN Finance Limited
(A subsidiary of NABARD)

NABKISAN Finance Limited (NKFL), a subsidiary of NABARD is registered as Non-Banking Finance Company (NBFC) with a balance sheet size of more than Rs. 7000 Crore. NKFL provides loans for agriculture and other rural projects to various categories of borrower's viz., Producer Organizations, NBFCs, MFIs, corporates, agri start-ups, etc. NKFL is also a leader in lending to Farmer Producer Organisations (FPOs).

NKFL is looking for recruitment for the role of **FPO Partnerships at Assistant Manager Cadre**

No. of posts – 01 **Location: Chennai, Tamil Nadu**

We are looking for the role of FPO Partnerships at Assistant Manager cadre who shall be responsible for possess strong communication, presentation, stakeholder management, and computer proficiency skills, with hands-on experience in MS Office applications, MIS reporting, and digital collaboration tools.

Key Responsibilities:

- Build and maintain strong, long-term relationships with existing and prospective partners, serving as the primary point of contact and liaison for assigned partners to ensure effective communication, collaboration, and issue resolution.
- Understand partner requirements and identify opportunities for deeper engagement and business growth.
- Conduct regular partner meetings, maintain clear communication, and track key action items.
- Identify, develop, and on board new partnership opportunities.
- Prepare and present partnership proposals, business plans, and growth strategies.
- Drive revenue, business volumes, and other agreed partnership objectives.
- Coordinate end-to-end on boarding and implementation of new partners.
- Collaborate with internal teams including Business Development, Credit, Risk, Finance, and IT to ensure seamless execution of partnership initiatives.
- Ensure agreed terms, processes, service levels, and operational requirements are implemented effectively.
- Track partner performance against agreed KPIs, business targets, and service standards.
- Monitor partner activation, utilization, and overall engagement post-on boarding.

- Analyse business volumes, revenue, conversion rates, and other relevant performance metrics.
- Identify performance gaps and implement corrective action plans to improve outcomes.
- Prepare and submit periodic MIS, performance reports, and partnership updates for management review.
- Maintain accurate records, documentation, and reporting related to all partnership activities.
- Actively partner with the IT team to identify opportunities for business process digitisation, define clear.

Educational Qualification:	✓ Graduation Degree in Agriculture & Agri-Allied / Agricultural Marketing / Agriculture Business Management/BBA
Experience:	✓ 0-2 years' experience in relevant work experience
Key Skills and Competencies:	Maximum age limit is 30 years as on the date of application.
Other Criteria	✓ Strong communication and people skills ✓ Proficiency in using tools such as MS Office and other computer related functions for day-to-day functioning
Place of Posting	The place of posting will be Chennai, Tamil Nadu. However, depending on administrative requirement of NABKISAN candidate may be placed anywhere in the country in future.
Emoluments and Service Conditions	✓ As per industry Standards. ✓ CTC includes Basic, DA, Other Allowances as per rules in force from time to time, Variable Pay, Group Insurance Policy for employees & family, Group Personal Accident Policy for employees and other statutory benefits. ✓ Initial appointment will be on probation for a period of 2 years. The employee may be absorbed on regular roll based on satisfactory performance. For staff candidates earlier experience will be reckoned towards probation period.

Interested candidates may visit https://www.nabkisan.org/career and apply online

Last date of receipt of applications is 24th September 2026