



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 Organizations (FPOs).

NKFL is looking for recruitment for the post of Senior Manager - Business Development

No. of posts – 1

Location – Pune, Maharashtra

The Senior Manager- Business Development shall be responsible for leading and managing the Business Development and Monitoring teams across an assigned region comprising multiple states in respect of Agri Value Chain Financing with special focus on Farmer Producer Organizations. The position is responsible for business growth, portfolio quality, recoveries, compliance adherence, strategic partnerships, and capacity building of reporting officers. The incumbent will drive regional business strategy, monitor performance, ensure portfolio discipline, and act as the key link between field operations and Senior Management.

Key Responsibilities of Senior Business Development Manager

- ✓ Lead and manage business development, portfolio monitoring, and recovery functions across the assigned region comprising multiple states.
- ✓ Drive regional business growth through effective sourcing, state-wise pipeline planning, business development strategies, and achievement of defined business targets.
- ✓ Supervise, guide, and monitor the performance of reporting Business Development Managers (BDMs) to ensure quality sourcing, timely field visits, adherence to turnaround timelines, and achievement of business objectives.
- ✓ Ensure aggregate quality of sourcing by reporting BDMs through continuous review of proposals, portfolio quality, and adherence to prescribed credit and business guidelines.
- ✓ Develop, identify, and strengthen partnerships with Farmer Producer Organizations (FPOs), agri value chain participants, corporates, government agencies, and other ecosystem stakeholders to expand business opportunities and increase market penetration.
- ✓ Support sourcing and lead generation for Agri Corporate business and Agri Value Chain Financing (AVCF) while identifying new avenues for business growth and strategic partnerships.

- ✓ Oversee portfolio quality and monitoring governance through periodic review of accounts, monitoring reports, asset quality indicators, and Early Warning Signals (EWS), ensuring timely corrective and preventive actions wherever required.
- ✓ Ensure quality portfolio monitoring by reporting teams, including review of monitoring reports, tracking of EWS indicators, timely escalation of risks, and implementation of corrective actions to safeguard asset quality.
- ✓ Review and ensure timely submission of business, monitoring, recovery, compliance, and management information reports by field teams and facilitate data-driven decision-making.
- ✓ Supervise recovery operations across the region through regular review of overdue and NPA accounts, monitoring recovery performance, and coordinating with legal, operations, and other internal stakeholders for resolution and recovery of dues.
- ✓ Ensure timely escalation of stressed accounts and oversee implementation of appropriate recovery and resolution measures to minimize portfolio risks and losses.
- ✓ Ensure compliance with internal policies, regulatory requirements, operational guidelines, and business processes by reporting BDMs and field teams.
- ✓ Oversee the quality of customer interactions and service delivery to maintain high standards of customer experience and relationship management.
- ✓ Build the capability of team members through mentoring, coaching, performance reviews, succession planning, and knowledge-sharing initiatives to enhance overall team performance.
- ✓ Provide strategic inputs for regional business expansion, policy improvements, process enhancements, and adoption of technology-driven solutions to improve operational efficiency, portfolio quality, and customer experience.
- ✓ Act as the primary regional interface between field teams and Head Office, ensuring effective execution of business, operational, and governance objectives.
- ✓ Actively partner with the IT team to identify opportunities for business process, digitalization, define clear requirements and enable effective end-to-end digital solutions.

Educational Qualification:	✓ Graduate in relevant fields like Agriculture and allied subjects/Rural Development/Finance/Banking - OR ✓ PG in Agriculture and allied subjects/Finance or any other discipline relevant to Agriculture and allied subjects / Agri Business Management/Banking
Experience	For Graduates ✓ Minimum 8 years of relevant work experience in the field of Agriculture, Rural Development, Credit, and Additional Agri Business Management For Post-Graduates ✓ Minimum 6 years of relevant work experience in the field of Agriculture, Rural Development, Credit, Finance, and / or Agri Business Management. For staff candidates, relaxation in age up to 5 years and experience up to 2 years would be provided.
Other Criteria	✓ Maximum age limit is 40 years at the time of application. ✓ Proficiency in using tools such as MS Office, Power BI, and other computer related functions for day-to-day functioning ✓ Proficiency in reading, writing and speaking English and Hindi.
Place of Posting	✓ The place of posting for the present will be in Pune, Maharashtra. 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, Performance Incentive, 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 08th October 2026