

Position: Manager (Financial Services and Products)

Organisation: Shram Sarathi

Locations: Salumbar Block and Udaipur City, Rajasthan

Last Date of Application: May 30, 2018

Email: jobs@shramsarathi.org and jobs@aajeevika.org

Shram Sarathi, headquartered in Udaipur, is a specialised non-profit company set up to provide financial services and solutions to vulnerable households in poor, high migration areas of south Rajasthan. It has been incubated by **Aajeevika Bureau** and since its inception Shram Sarathi has undertaken pioneering work in designing and delivering financial products for labour and migration dependent households.

Shram Sarathi's services include credit, insurance, pension and social security linkages, financial literacy and counselling. Shram Sarathi offers a unique loan product that aims to bring migrant households out of debt and help them out of poverty. Shram Sarathi has received numerous awards and recognition for its work with migrants. Recently, Shram Sarathi received the 'People's Choice' award at the MetLife Inclusion plus competition. For further details, please visit Shram Sarathi's website: www.shramsarathi.org

As a rapidly growing company Shram Sarathi is seeking to recruit a **Manager (Financial Services and Products)** to play a key role in design and development of Shram Sarathi's financial services.

Job description

The **Manager ((Financial Services and Products)** will be responsible for managing and developing new products designed for migrant workers and their families. The role entails:

Conceptualizing and rolling out new financial products

- Ideate, design and operationalize new products for migrant workers including digital payments
- Design work flows for new and existing products
- Build upon a better 'product interaction' with clients
- Lead and manage field teams for a structured product roll-out

Data analysis, technology and partnerships

- Assemble and analyze product and organizational data points
- Work closely with the technology team on existing and new products
- Build and maintain partnerships with firms in the fintech, insurance and banking space

Competencies

Shram Sarathi is looking for a young professional who enjoys working in a challenging development environment. The candidate should be passionate about designing and developing financial products and tools for low income groups.

- Master's degree in business, economic, finance or social sciences.
- Proficiency in financial analysis, quantitative methods and tools.
- Adept in research methods, synthesis and presentations.
- Experience of 2-3 years in a microfinance, banking or financial institution or a startup.
- Interest, motivation and ability to travel far and wide in rural areas of Rajasthan.
- Curiosity is a big plus!

Remuneration

The remuneration for this position is likely to be in the range of Rs. 4.2 – Rs 5.0 lakhs per annum depending on qualification and experience.

Application

Interested candidates are encouraged to send their resumes by May 30, 2018 to jobs@shramsarathi.org with a copy to jobs@aajeevika.org. Please ensure that a suitable covering letter addressed to CEO, Shram Sarathi is sent with the resume else the application will not be considered.