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Management Trainee – Marketing & Sales - Fresher

Actively hiring

Management Trainee – Marketing & Sales

LIC Housing Finance Limited

Pan India

Starts Immediately

₹ 4,80,000 - 6,00,000 /year

No experience required

25 Oct' 26

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About the job

The Management Trainee - Marketing & Sales will support business growth through customer acquisition, channel development, builder relationships, and market expansion. The role offers hands-on exposure to housing finance sales, distribution management, underwriting, customer relationship management, and market development preparing the trainee for future managerial responsibilities within the organization. This is a 1-year training programme, with subsequent absorption subject to prescribed criteria.

Key responsibilities:

- A. Sales & Business Development
1. Identify, prospect, and acquire new customers through online and offline sales initiatives to achieve targets

2. Source housing loans, LAP, and retail loan business through market outreach and lead conversion

3. Build relationships with builders and developers, and identify projects for APF/Mini APF approval
- B. Customer & Channel Relationship Management
4. Develop strong customer relationships and guide them on product features, eligibility, and documentation

5. Support the in-house sales team and manage DSAs and Marketing Intermediaries (MIs)

6. Monitor channel partner productivity and provide regular training and support
- C. Credit Assessment & Market Intelligence
7. Conduct preliminary loan appraisal and underwriting, ensuring compliance with credit policies

8. Coordinate with internal teams for timely loan processing and project evaluation

9. Build product knowledge and track market trends to provide business feedback

Salary

Stipend (Training Period): 40,000 - 50,000

CTC (Post-Absorption): 14+ LPA

Second and Forth Saturdays of every month will be off.

NOTE :Candidates will be required to serve the Company for a minimum period of 2 years from the date of joining, as per the terms of a service bond.

Skill(s) required

- Business Development

Client Relationship

Client Relationship Management (CRM)

Effective Communication

Field Sales
- Negotiation

Sales

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Who can apply

Only those candidates can apply who:

- 1. are from Chandigarh, Dehradun, Delhi, Ghaziabad, Gurgaon, Kanpur, Sonipat, Coimbatore, Indore, Mysuru, Patna, Ranchi, Bhopal, Pimpri-Chinchwad, Kolkata, Bhubaneswar, Chennai, Cuttack, Guwahati, Jodhpur, Ludhiana, Madurai, Pune, Hyderabad, Thane, Mumbai, Ernakulam, Jaipur, Vijayawada, Raipur, Nagpur, Nashik, Bangalore, Gwalior West, Tripura only

Other requirements

- 1. Have an MBA degree (mandatory), with 0-1 year of experience in sales and negotiation preferred
- 2. Have strong negotiation ability and fluency in the local language

Salary

Annual CTC: ₹ 4,80,000 - 6,00,000 /year

Number of openings

50

About LIC Housing Finance Limited

[Website](#) 

LIC Housing Finance Limited (LIC HFL) is one of India's largest and most trusted housing finance companies and the market leader among Housing Finance Companies (HFCs) by asset size. Backed by the legacy and trust of LIC, the company provides a wide range of housing finance and property-backed lending solutions to individuals, professionals, and businesses. With an extensive pan-India presence, strong digital capabilities, and a customer-first approach, LIC HFL has helped millions of Indians achieve their dream of home ownership. The company was awarded "Best Housing Finance Company" at the NHB Foundation Day Awards in 2025 and again in 2026, reflecting its continued leadership, operational excellence, and customer trust in the housing finance sector. LIC HFL continues to drive innovation, sustainable growth, and rewarding career opportunities for ambitious professionals.

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