



## JOB DESCRIPTION: CHIEF BUSINESS OFFICER (CBO)

Origa Lease Finance (ORIGA) provides innovative equipment leasing solutions to customers across Healthcare and MSME verticals across India. The company's underlining philosophy is centered around helping small hospitals and companies across tier 2 and tier 3 cities with the end-to-end process of expanding their capacity and providing critical inputs for their growth and sustainability.

Origa is a registered NBFC with the RBI and is backed by marquee investors. The company follows a highly differentiated business model that covers the entire life cycle management of an asset (ALCM) through its operating lease solutions. The company assists its customers across the asset's entire value chain including selection of the equipment, leasing solutions, maintenance and recycling of the asset. Origa is also pioneering innovative technology platforms, which will catapult it into India's first FinTech in the equipment leasing space.

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### Strategic work profile

**The Chief Business Officer will be a key part of the senior leadership team of Origa. The CBO will be responsible for defining and executing the right strategy for Origa's business development activities while ensuring its fit with the company's broader vision and ambition.**

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### KEY RESPONSIBILITIES INCLUDE:

1. Jointly working with the CEO to chalk out a growth strategy and business plan for the company to meet its vision and goals
2. Building out a robust sales and business development strategy for the company
3. Nurturing the right partnerships and building the eco-system for Origa that enables greater visibility in the market and high-velocity lead flow
4. Participating in management meetings and senior leadership discussions on key strategic matters
5. Understanding the role of technology in fulfilling Origa's vision; Building the sales and business development function that fully leverages the company's existing technology and also planned technology rollouts in the future.
6. Building a cohesive risk management strategy across customer lifecycle – from lead generation to collections.
7. Building innovative products and segments in line with the company's vision to maximize penetration of Origa's core leasing product into the target markets.
8. Building and nurturing deep relationships with Equipment manufacturers (OEMs) and dealers in line with the company's growth strategy.

## KEY RESPONSIBILITIES INCLUDE:

1. Strong focus on budgets, targets and its achievements.
  2. Extracting highest level of efficiency and productivity from the sales team.
  3. Building out a nimble, agile and flexible sales and business development team that will complement the digital DNA of the organization.
  4. Understand available people and processes and align them with the business goals.
  5. Target setting, performance monitoring, coaching and guiding the sales team down the line (both existing and new).
  6. Identify areas of improvement in teams and processes and take necessary initiatives to bridge these gaps for delivery to long-term strategy.
  7. Understand and improvise the risk framework of the business and monitor the key risk indices actively to mitigate the same.
  8. Constantly influence the market through participation in industry forums and market events to ensure positive brand recall.
  9. Constantly provide feedback to Technology, Product Management and Marketing departments to drive future roadmap.
  10. Provide regular reporting to the leadership team on progress against the business plan, risks and support required.
  11. Keep the business relevant and ahead of the market by constantly interpreting customer, market and technology trends and providing feedback to the leadership team.
  12. Constantly fine tune the offering based on customer feedback
  13. Responsibility and accountability for revenue and sales numbers with agreed profit margins.
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## SOFT SKILL SETS

1. Highest standard of integrity, humility and ethics
  2. Leadership with a wide perspective right from strategy to operations
  3. Result orientation and proven execution capability.
  4. Excellent communication skills
  5. Ability to guide and coach across levels in the line team
  6. Ability to take the team along and provide them encouragement, direction and course correction inputs at all times
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**Qualifications:** B.E./B.Tech/M.E./M.Tech/MBA or any other relevant post graduate qualification from a reputed institute

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**Experience:** 15 years and above

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**Location:** Mumbai. The role involves extensive travel across the country.

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**Compensation:** In line with industry standards

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**Reporting into:** Founder & CEO

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**Submission instructions:** Kindly email your updated resume / CV to [shrirang.tambe@origaleasing.com](mailto:shrirang.tambe@origaleasing.com)

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