



# Bank of Maharashtra SOLAPUR ZONE



## Empanelment of Direct Sales Agents/Associates (DSAs)- for sourcing of HOME LOANS

Bank of Maharashtra, Solapur Zone requires DSAs for sourcing of Home Loan proposals for branches in Solapur & Osmanabad District.

		<b>Model I</b>	<b>Model II ( For Retired BoM Officers)</b>								
1.	Eligible Entity	Registered Partnership, Proprietorship firms, Private/Public Limited companies	Retired Officers of Bank of Maharashtra.								
2.	Eligibility Criterion	<ol style="list-style-type: none"> <li>1. The DSA should have team of persons to cover all branches in the area of operation where the DSA is proposed to be engaged.</li> <li>2. DSA should have an experience of working at least one year.</li> <li>3. It should be on panel of at least one Bank/Financial Institution.</li> <li>4. Builders &amp; their Associate Firms will be preferred.</li> </ol>	<ol style="list-style-type: none"> <li>1. Maximum age not more than 70 years.</li> <li>2. Should be local resident and able to communicate effectively in local language.</li> <li>3. Should operate from his place.</li> <li>4. Should have own vehicle and phone facility.</li> <li>5. Work experience in Credit especially Retail Loans is preferable.</li> </ol>								
3.	Fees Payable	<p>Based upon volume of business and ticket size.</p> <ul style="list-style-type: none"> <li>• Minimum ticket size: Rs 20.00 lakh</li> </ul> <p>Commission Payable:</p> <ul style="list-style-type: none"> <li>• 0.35% of the loan amount upto Rs 50.00 lakh ( inclusive of Service Tax )</li> <li>• 0.45% of the loan amount above Rs 50.00 lakh ( inclusive of Service Tax )</li> <li>• Remuneration based on business mobilized during contract period</li> </ul> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Business mobilized ( Actual sanctions)</th> <th style="width: 50%;">Remuneration based on loan amount sanctioned</th> </tr> </thead> <tbody> <tr> <td>Above Rs.50 crore &amp; Upto Rs.100.00 crore</td> <td style="text-align: center;">0.40%</td> </tr> <tr> <td>Above Rs100.00 crore &amp; upto Rs.250.00 crores</td> <td style="text-align: center;">0.50%</td> </tr> <tr> <td>Above Rs.250.00</td> <td style="text-align: center;">0.60%</td> </tr> </tbody> </table>	Business mobilized ( Actual sanctions)	Remuneration based on loan amount sanctioned	Above Rs.50 crore & Upto Rs.100.00 crore	0.40%	Above Rs100.00 crore & upto Rs.250.00 crores	0.50%	Above Rs.250.00	0.60%	<p>Based upon volume of business and ticket size.</p> <ul style="list-style-type: none"> <li>• Minimum ticket size: Rs 15.00 lakh</li> </ul> <p>Commission Payable:</p> <ul style="list-style-type: none"> <li>• 0.25% of the loan amount upto Rs 50.00 lakh ( inclusive of Service Tax )</li> <li>• 0.30% of the loan amount above Rs 50.00 lakh ( inclusive of Service Tax )</li> </ul>
Business mobilized ( Actual sanctions)	Remuneration based on loan amount sanctioned										
Above Rs.50 crore & Upto Rs.100.00 crore	0.40%										
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			crore & Upto Rs.500.00 crore			
			Above Rs.500 crore & Upto Rs.1000 crore	0.75%		
			Above Rs.1000.00 crore	1.00%		
		<ul style="list-style-type: none"> <li>• Eligible remuneration will be payable on sanctioned amount on first disbursement of loan</li> <li>• Remuneration payable will be exclusive of service tax payable as per IT rules in force.</li> <li>• Bank shall charge processing fee for business mobilized through DSA</li> </ul>				

Interested Entities/Retired BOM Officers should download application form from our website [www.bankofmaharashtra.in](http://www.bankofmaharashtra.in) and submit duly filled in application form along with required documents such as registration certificates, KYC etc to our office.

Zonal Manager,  
Bank of Maharashtra,  
Solapur Zone,  
Plot No 94, Gaikawad Bldg,  
Morarji peth,  
SOLAPUR-413002

**Last Date of application: 15.06.2016**