



## Bank of Maharashtra Satara Zone



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

Bank of Maharashtra, Satara Zone requires DSAs for sourcing of Home Loan proposals for branches in Satara 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 three years.</li><li>3. It should be on panel of at least two Banks/Financial Institutions.</li><li>4. Builders &amp; their Associate Firms are 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	Based upon volume of business and ticket size. <ul style="list-style-type: none"><li>• Minimum ticket size: Rs 20.00 lakh</li></ul> Commission Payable: <ul style="list-style-type: none"><li>• 0.30% of the loan amount upto Rs 50.00 lakh ( inclusive of Service Tax )</li><li>• 0.35% of the loan amount above Rs 50.00 lakh ( inclusive of Service Tax )</li></ul>	Based upon volume of business and ticket size. <ul style="list-style-type: none"><li>• Minimum ticket size: Rs 15.00 lakh</li></ul> Commission Payable: <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>

Interested Entities/Retired BOM Officers should download application form from our website [www.bankofmaharashtra.in](http://www.bankofmaharashtra.in) and submit duly filled application form along with required credentials to our office.

Zonal Manager,  
Bank of Maharashtra,  
Satara Zone,  
LIC Building, Powai Naka,  
Satara 415002

**Last Date of application: 5<sup>th</sup> March 2016**

Annexure-II

**APPLICATION FORM FOR EMPANELEMENT OF DIRECT SELLING AGENTS  
(DSAs) FOR HOUSING LAONS**

1. Name of Organization :
2. Constitution : Sole Proprietorship /Partnership/ Company  
(Please enclose Registration Certificate of the Firm / Partnership Deed /  
M&AOA in case of Private /Public Limited Companies etc. as applicable.)
3. Business Address :

CITY \_\_\_\_\_ State \_\_\_\_\_ PIN CODE \_\_\_\_\_

Telephone No. \_\_\_\_\_ Fax No. \_\_\_\_\_ Mobile No. of Key Person \_\_\_\_\_

Email Address : \_\_\_\_\_ Website : \_\_\_\_\_

4. PAN NO / TAN NO / DIN NO :  
( Enclose Copy of relevant ID )
5. Details of Existing Bankers

7. Premise Ownership \_\_\_\_\_ Owned / Rented / Carpet Area \_\_\_\_\_

8. Proprietor/Partners/Managing Partner/Managing Directors' with Residential  
Address: \_\_\_\_\_

CITY \_\_\_\_\_ State \_\_\_\_\_ PIN CODE - \_\_\_\_\_

PAN NO - \_\_\_\_\_

Address Proof - \_\_\_\_\_

(Enclose Copies of PAN / Address Proof)

( Use additional sheets if required )



9. Profile of Proprietor/Partners/Managing Partner/Managing Directors'

10. Names and qualifications of the Promoters

- a) \_\_\_\_\_  
b) \_\_\_\_\_  
c) \_\_\_\_\_  
d) \_\_\_\_\_

**Note: kindly Enclose last 3 year ITRs of the Proprietor / Partners / Directors of the firm/company**

11. Financial Standing :

Particulars	31.03.201_ Audited	31.03.201_ Audited	31.03.201_ Audited
Net Sales			
Net Profit after Tax			
Depreciation			
Cash Accruals			
Tangible Net Worth			

(Enclose copies of Audited Balance Sheet/Profit& Loss Statement for the last 3 years)

12. Details of experience as DSA of Other Banks'

1. Name of Bank/FI/HFI/Builders :  
Since When empanelled :  
Line of business :  
Housing Loan Proposals mobilized during last two years :  
Average Ticket Size :  
Commission rate :  
2. Name of Bank/FI/HFI/Builders :  
Since When empanelled :  
Line of business :  
Housing Loan Proposals mobilized during last two years:  
Average Ticket Size :  
Commission rate :

**(Applicant must be empanelled with minimum two Bank/FI/HFI/Builders. If**



empanelled with multiple Bank/FI/HFI/Builders encloses additional sheets and supporting documents)

13. References : Industry / Market reference ( Minimum 2 )

(Other than Banks/FIs/HFIs/Builders where empanelled as DSA )

- a) Name of the associate :  
Constitution :  
Line of Business :  
Name & telephone number of contact person :  
b) Name of the associate :  
Constitution :  
Line of Business :  
Name & telephone number of contact person :

14. Minimum Assured Business

- a. No of Proposals per month :  
b. Loan amount per month (Rs.in Lakh) :  
c. No of Proposals during first six months :  
d. Loan amount during first six months (Rs. in Lakh) :

15. (a) Employee Details of DSA:

Sales / Marketing Executives	Tele Calling Employees	Others	Total Staff

(b) Personal Details of the Employees:

Name of the Employee:

Contact No.:

Email Address:

Qualification:

Residential Address:

CITY \_\_\_\_\_ State \_\_\_\_\_ PIN CODE -

PAN NO

Whether Owns CAR / Two Wheeler -

Annual Income -

Details of Previous Employer -



Reasons if any for discontinuing from previous Employer -

Last 3 Months Performance:

Total Leads Generated	Total Business Mobilised

(Please enclose above details for all Employees proposed to be mapped with our Bank)

16. Any other information

Certified that the above information is true and correct.

(Seal and Signature of Proprietor/Partners/Managing Partner/Managing Director/CEO )

