

### **Empanelment of Direct Selling Agents (DSAs)**

Bank of Baroda invites applications from eligible individuals/ non-individuals for empanelment as Direct Selling Agents (DSAs) for sourcing Home Loan, Mortgage Loan & Education Loan (backed by Mortgage security) proposals for Bank in Panaji Region. (Panaji Region consists of entire Goa state and four districts of Maharashtra vise Kolhapur, Sangli, Ratnagiri, Sindhudurg )

#### **1. Eligibility:**

##### **(a) Individuals:**

- An approved agent for selling NSCs/Life Insurance Policies/ Mutual Funds/ Govt. approved valuers / Chartered Accountants/Tax Consultants.
- Real Estate Brokers
- Any individual (including a builder's representative) who has prior experience of selling Home Loans, mortgage backed products, auto loans, credit/ debit cards, demat accounts and any other similar financial products
- Business Correspondents (BCs)/ Facilitators of Banks.
- Age of applicant should be minimum 21 years, the upper age limit is not stipulated. However, DSA should be physically fit and capable to canvass business.
- Should be local resident, at least matriculate and able to communicate effectively in local language and preferably in English also.
- Family members (Spouse/Father/Mother/Son/Unmarried Daughter/Step Father/Step Mother/Adopted son/Adopted Unmarried Daughter) of existing staff members of Bank of Baroda are not eligible.

##### **(b) Non Individuals:**

- Proprietary / Partnership firm / LLP/ Company registered in India.
- Institutional Agency/Consultancy Group, Firms of Chartered Accountants, Real Estate Brokers, DSAs of Builders, Management Consultants, etc.
- In case of Companies it should be entitled to carry out such type of services as per Articles of Association.

The following conditions will be applicable to both Individuals & Non- Individuals:

- Shall operate from his /her / its own place / house / office located at & knowing that Bank will not provide any space / infrastructure for the purpose.
- He/ She/ it will not canvas or do any service under this agreement with any customer in the premises of the Bank without the written consent of the Bank.
- Should have mobile phone facility in his / her /own name or in the name of applicant firm / company/LLP etc.

#### **2. Brief Job Profile of DSAs:**

- Generation of leads for Home Loan, Mortgage Loan & Education Loan (backed by Mortgage security) of individuals from various sources.

- Fill in applications and obtain all the requisite documents, and deliver to the identified (Branch/SMS) either by him/her/it or through any other person authorized by DSA (in case of non-Individuals) on its behalf for further processing.
- The role of DSAs is limited to the sourcing of proposal only.
- KYC verification, pre-sanction survey, appraisal, documentation, disbursement and Post sanction inspection in respect of Home loans will be done by the Bank staff only.
- The sanction of the loan will be at the sole discretion of the Bank & on such terms & conditions that the Bank may stipulate.

### **3. Products Covered.**

1. Home Loan
2. Mortgage Loan (Term Loan only)
3. Education Loan (Backed by Mortgage as security)

Utilization of services of DSAs for other Retail Loan products may be considered in due course.

### **4. Terms/ Period of empanelment:**

- Purely Temporary.
- The Period of empanelment will be initially for -2- years. However at the sole discretion of the Bank, based on the performance of the DSA, it may further be extended for every 2 years by the Bank.
- The empanelment of DSA with the Bank is as a service provider only & it does not create any employer – employee relationship & the successors or assigns of the DSA will not have any right to claim employment or any other benefit whatsoever from the bank other than what is stated in the agreement.
- The DSA shall not represent himself/herself/themselves as official(s) of the Bank & shall not give any commitment on behalf of the Bank.

### **5. Payout:**

Payout structure in competitive terms as per the existing guidelines of Bank.