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करियर मार्गदर्शन पोर्टल · Career Guidance Portal
"सही मार्गदर्शन, उज्ज्वल भविष्य।"

करियर शीट · CAREER SHEET

माइक्रोफाइनेंस एग्ज़ेक्युटिव

A Microfinance Executive (field officer) is the grassroots face of a Microfinance Institution (MFI). Working in villages and small towns, they form Self-Help Groups (SHGs) and Joint Liability Groups (JLGs) among low-income people...

Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/voc-6252

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श्री चेनाराम चौधरी
प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer

श्रीमती संघमित्रा
वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
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भरत चौधरी
अभिकल्पना व विकास · व्याख्याता (इतिहास)
Designed & developed · Lecturer (History)

🙏 विशेष धन्यवाद · SPECIAL THANKS

सुरेन्द्र सिंह राठौड़
व्याख्याता (इतिहास) · रा.उ.मा.वि. कानाना

सुरेश कुमार सैन
व्याख्याता (भूगोल) · रा.उ.मा.वि. रामसीन मूंगड़ा

वनिता कुमारी
व्याख्याता (इतिहास) · रा.उ.मा.वि. रामसीन मूंगड़ा

कमलेश चौधरी
व्याख्याता (राजनीति विज्ञान) · रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14–17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14–17 July 2026)

1 About this career

A Microfinance Executive (field officer) is the grassroots face of a Microfinance Institution (MFI). Working in villages and small towns, they form Self-Help Groups (SHGs) and Joint Liability Groups (JLGs) among low-income people — especially women — spread financial literacy, deliver products like microloans, micro-savings and micro-insurance, help with loan applications and disbursal, and collect weekly/monthly instalments. It is a trust-, fieldwork- and record-keeping-based role that carries financial inclusion right to the village doorstep.

2 At a glance

Minimum qualification	Class 10 pass + age 18 (NSQF Level 2); graduates preferred
Course duration	About 1–3 months (BC/microfinance certification)
Starting salary	₹15,000–20,000/month
Work mode	Field-based full-time job (involves travel)

3 What you need

INTERESTS

- Interest in working with rural people, especially women
- Interest in keeping systematic records and registers
- Enjoy working with numbers, money and financial transactions

ABILITIES

- Ability to connect with people and build trust
- Physical and mental stamina for field travel
- Good at basic calculation, accounts and record-keeping

KEY SKILLS

- Field work, customer sourcing and forming SHG/JLG groups in villages and towns
- Loan applications, KYC, collections and record-keeping (register/mobile app)
- Building trust and long-term relationships with customers and groups
- Patience and discipline in timely recovery and default management
- Basic finance — understanding microloans, savings, insurance and interest
- Clear communication and explaining financial literacy in the local language
- Using basic computer/smartphone and digital payments

4 How to get there

1. Complete Class 10 and reach age 18 (a graduate degree gives better opportunities).
2. Take the NSQF Level 2 course for Microfinance Executive, or the NSDC/BFSI Sector Skill Council Business Correspondent / microfinance course.
3. Obtaining the IIBF Business Correspondent/Business Facilitator (BC/BF) certification boosts both credibility and jobs.
4. Practise basic finance, KYC, computer/smartphone use and financial literacy.
5. Start as a field officer or loan officer at an MFI/Small Finance Bank/NBFC.
6. In Rajasthan, RSLDC/PMKVY and RSETI centres also offer training and placement support.

MAIN EXAMS

- IIBF Business Correspondent/Business Facilitator (BC/BF) certification exam
- NSDC/BFSI Sector Skill Council trade assessment and certification

5 Where to study

GOVERNMENT INSTITUTES

- राजस्थान कौशल एवं आजीविका विकास निगम (RSLDC) — Jaipur, Rajasthan (https://livelihoods.rajasthan.gov.in/rsldc/)
- ग्रामीण स्वरोज़गार प्रशिक्षण संस्थान (RSETI) — All districts of Rajasthan (https://nirdpr.org.in/rseti/)
- राष्ट्रीय कौशल विकास निगम (NSDC) – बिज़नेस करेस्पॉन्डेंट व फैसिलिटेटर — All-India network (https://nsdcindia.org/business-correspondent-business-facilitator)
- भारतीय बैंकिंग एवं वित्त संस्थान (IIBF) – BC/BF प्रशिक्षण — Mumbai / Online

- एनआईओएस व्यावसायिक प्रशिक्षण केंद्र — Online / locate nearest centre (https://voc.nios.ac.in/registration/locate-study-centre)

PRIVATE INSTITUTES

- BFSI सेक्टर स्किल काउंसिल ऑफ इंडिया (प्रशिक्षण भागीदार) — All-India / Rajasthan centres
- जन शिक्षण संस्थान (JSS) — Various districts of Rajasthan (https://nsdcindia.org/find-nsdc-training-centre-jss/)

ONLINE

- स्किल इंडिया डिजिटल हब — Online (https://www.skillindiadigital.gov.in/)
- उडेमी – माइक्रोफाइनेंस एंड इट्स मॉडल्स — Online (https://www.udemy.com/course/learn-micro-finance-and-its-models/)

FEES

Under most government schemes (NSDC, RSLDC, PMKVY, RSETI) this training is free or very low-cost. The IIBF BC/BF certification fee is roughly ₹500–1,500 and private/online microfinance courses cost roughly ₹1,000–10,000.

SCHOLARSHIPS

- राष्ट्रीय छात्रवृत्ति पोर्टल (NSP) (https://scholarships.gov.in/)
- Buddy4Study – ITI/Vocational Scholarships (https://www.buddy4study.com/article/iti-scholarships)
- SJE Rajasthan – सामाजिक न्याय एवं अधिकारिता छात्रवृत्ति (https://sje.rajasthan.gov.in/)

6 What the work is like

WHERE YOU WORK

Microfinance Institutions (MFIs), Small Finance Banks, NBFCs, banks' business-correspondent branches and financial-inclusion NGOs — mainly villages, towns and semi-urban areas.

WORK CULTURE

The work involves travel; typically 6 days a week, 8-9 hours a day. Group meetings (kendra meetings) happen early in the morning and month-end recovery targets make it busy. The field also offers opportunities for persons with disabilities and employs a large number of women.

WHO HIRES

- Large microfinance institutions like Bandhan Bank and CreditAccess Grameen
- Ujjivan Small Finance Bank and other Small Finance Banks

- Bharat Financial Inclusion (IndusInd Bank) and Spandana Sphoorty
- Fusion Finance, Asirvad and other NBFC-MFIs
- MFIs and banks' BC branches active in Rajasthan, and financial-inclusion NGOs
- Government-backed Self-Help Group / NRLM (Rajeevika) programmes

DEMAND (2026)

Demand for financial inclusion and rural credit is rising fast in India — the microfinance industry already reaches crores of customers, especially women. Every new branch and every expansion needs grassroots field officers, so MFIs, Small Finance Banks and NBFCs continuously recruit field executives. For rural and small-town youth it is a stable and fast-growing career.

7 Career growth

1. Microfinance Executive / Field Officer
2. Branch Officer / Assistant Branch Manager
3. Branch Manager
4. Area / Regional Manager

EARNINGS

Starting	₹15,000–20,000/माह
Mid level	₹22,000–35,000/माह
Senior level	₹45,000–75,000+/माह

A Microfinance Executive/field officer typically starts at ₹15,000–20,000/month (about ₹16,000–52,000/month per the Rajasthan government career portal). With experience, becoming a branch manager and then area/regional manager raises income considerably; there are also field allowances and incentives for meeting recovery targets.

8 The good parts · The challenges

The good parts

- Satisfying work that changes the lives of rural people, especially women
- A low-barrier start after Class 10/graduation and a clear rise from field to manager
- Stable demand and incentive opportunities in the growing financial-inclusion industry

The challenges

- Constant pressure of monthly recovery and sourcing targets
- Daily village-to-village travel, sun and rain, and long hours
- Accountability and stress of cash collection and managing defaults

9 Real-life journeys

Nandini

Customer-turned-Field Officer, Grameen Koota (CreditAccess Grameen), Karnataka

Three years ago Nandini was an ordinary member of Grameen Koota (CreditAccess Grameen) who had taken a small loan for her husband's auto-rickshaw and attended kendra meetings regularly. When the organisation opened field-officer posts for women, Nandini — educated up to PUC — consulted her family, applied, passed the selection test and, after training, became a field officer. In her words: 'I was like any other member attending Grameen Koota meetings enthusiastically in the mornings, but never thought I would one day become the field officer.' Today she leads meetings and is a role model in her locality — proof that even a customer can rise, through hard work and trust, to become a microfinance executive.

CreditAccess Grameen · https://www.creditaccessgrameen.in/from-customer-to-field-officer-a-journey-of-success/

Vijay Mahajan

Pioneer of Indian microfinance; Founder of BASIX

Educated at IIT Delhi and IIM Ahmedabad, Vijay Mahajan left corporate life to devote himself to rural development. He founded PRADAN in 1983 and then set up BASIX in 1996, whose microfinance arm Bhartiya Samruddhi Finance Ltd (BSFL) was among the first companies in the world to attract commercial debt and equity. BASIX brought financial services to over three million low-income households across 20-plus states. In 2009 he became the founding president of the Microfinance Institutions Network (MFIN). His story shows that grassroots financial inclusion can lead an entire industry — the very dream that inspires every microfinance executive.

Wikipedia · https://en.wikipedia.org/wiki/Vijay_Mahajan

10 Sources & further reading

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3. Micro Finance Executive Salary (Glassdoor) — https://www.glassdoor.co.in/Salaries/micro-finance-executive-salary-SRCH_KO0,23.htm

4. Microfinance Institutions Network (MFIN) — https://mfinindia.org/