

DESIGNATION : RELATIONSHIP MANAGER/ SR. RELATIONSHIP MANAGER

REPORTING TO : Head - Sales

LOCATION : Bangalore

EXPERIENCE : Minimum 4 years of servicing HNI clients in offline segment

QUALIFICATION : MBA or Post Graduation or Diploma in Finance

JOB ROLE / RESPONSIBILITIES:

- Experience in handling HNI relationships
- Acquiring new clients, advising and execution of equity investments and trading strategies on the F&O segment
- Responsible for building and maintaining relationships with the HNI's
- Track Market Intelligence and competitors activities
- Achieving revenue targets
- Client Servicing
- Selling of equities and other company products

KEY SKILLS REQUIRED:

- Excellent written and verbal communication
- Strong analytical skills and understanding of research (fundamental & technical)
- Understanding of equity markets and other financial products
- Strong presentation, communication and influencing skills