

Senior Vice President/Vice President (Sales & Distribution)

(Location: Mumbai)

Job description:

- Expand/Promote the distribution network, by networking with Distributors/ IFA's/Banks
- Mobilize assets under management for IDBI Mutual Fund Schemes under Retail & Institutional categories, besides achieving assigned targets.
- The candidate must also have a flair for finance, good understanding of Indian Capital Market & Money Market as well as regulatory framework related thereto (e.g. SEBI/RBI regulations).
- The candidate would be expected to acquire knowledge of Financial planning for Individuals/HNIs, tax implications of financial products
- Should be proficient in planning and execution, result oriented, numbers driven, energetic. Good communication skills and flavour for local language as well.
- He/ She should have the ability to make effective presentations to large groups comprising of HNIs/Distributors/Bank Managers/Corporates/Institutions, etc.
- The candidate will be expected to develop and maintain cordial business relationship with Senior Executives in Corporates/ High Net worth Individuals/Mutual Fund Distributors/Bank Branch Managers/Institutional clients etc.
- Build a team to align with the organizational goal.

Desired profile of the candidate:

- Experience of minimum 10 to 15 years of handling pan-India Sales (equity / debt) in Mutual fund companies.
- Qualified MBA from a premium business school is preferred.