

ICICI Prudential Asset Management

Job Description	Role is to acquire new clients and manage existing clients with the objective of expanding the market by Increasing the AUM and market share. Also to work on Non-Active clients to generate business.
Skills Required	<ul style="list-style-type: none">• Expand Market Share from both new and existing clients and responsible for servicing.• Manage the existing clients and build AUM.• Responsible for New Client Acquisition and Inactive client activation (Dead Folio Revivals).• Take steps for development of long term relationship/association with the key/potential distributors in order to generate repetitive business.• Responsible for Client and distribution servicing & active involvement in hand holding the transactions with the new and existing clients.• Responsible for up-sell & cross sell across asset classes to both Corporate & its Promoters.• Active networking with clients, competition and distributors to get market information.
About ICICI Prudential Asset Mgmt	<p>ICICI Prudential Asset Management Company Ltd. is the second largest asset management company (AMC) in the country (as per average assets under management as on June 30, 2014) focused on bridging the gap between savings & investments and creating long term wealth for investors through a range of simple and relevant investment solutions.</p> <p>The AMC is a joint venture between ICICI Bank, a well-known and trusted name in financial services in India and Prudential Plc, one of UK's largest players in the financial services sectors. Throughout these years of the joint venture, the company has forged a position of pre-eminence in the Indian Mutual Fund industry.</p> <p>The AMC manages significant Assets under Management (AUM) in the mutual fund segment. The AMC also caters to Portfolio Management Services for investors, spread across the country, along with International Advisory Mandates for clients across international markets in asset classes like Debt, Equity and Real Estate.</p> <p>The AMC has witnessed substantial growth in scale; from 2 locations and 6 employees at the inception of the joint venture in 1998, to a current strength of 900 employees with a reach across around 120 locations reaching out to an investor base of around 2.6 million investors. The company's growth momentum has been exponential and it has always focused on increasing accessibility for its investors.</p>

	<p>Driven by an entirely investor centric approach, the organization today is a suitable mix of investment expertise, resource bandwidth and process orientation. The AMC endeavors to simplify its investor's journey to meet their financial goals, and give a good investor experience through innovation, consistency and sustained risk adjusted performance.</p>
Qualification	MBA
Work experience	2 to 3 Yrs in Financial Sector. (Exp in Corporate Sales will be preferred)
Contact Person	Interested candidate may send their resume before 6 th Feb, 2015 on Gowri_d@icicipruamc.com (or) vignesh_kumaran@icicipruamc.com