

Kotak Securities Ltd. | PCG Sales

Position	Relationship Manager
Job Description	<ol style="list-style-type: none">1. Responsible for new client acquisition, building new relationships and increasing depth in existing relationships with High net worth clients.2. Accountable for developing and implementing an integrated customer marketing plan, which addresses wealth creation, wealth preservation, wealth enhancement achieved through an in-depth analysis of the client's profile so as to identify opportunities and match these opportunities to products/ solutions provided by the organization.3. Cross Selling of other financial products – like MF and Structured products4. Will be responsible for primarily selling Equity based investment products.5. Responsible for achieving targets as assigned by the organization on a monthly basis.6. Understands clients risk profile and maximizes the 'risk vs. reward' balance for individual clients by optimizing product mix.7. Comply with KYC/SEBI rules, regulations, and legislation governing the financial services industry.8. Provide regular updates to the immediate superior as and when required.
About Kotak Securities Ltd.	Kotak Securities was founded in 1994 as a subsidiary of Kotak Mahindra Bank and is proud to be the nation's largest stock broker today.
Location	Bangalore, Chennai & Hyderabad
Qualification	MBA
Candidate Profile	<ol style="list-style-type: none">1. Bank : Wealth Managers, Relationship Manager & Acquisition Manager dealing into Premium & HNI sales2. Securities, Investment & Wealth Companies : Wealth Managers, Relationship Manager & Acquisition Manager dealing into Equity Sales3. Sales Professional from Premium Cars, Holiday & Airlines Industry.
Min Exp.	2+ Yrs
CTC	Best in the industry
Contact Person	Interested Candidates, may forward their resume to thakur.shilpi@gmail.com or call at +91 9899076662