

Relationship Manager

Job Profile :

The Relationship Manager role at Golechha Capital comprises of a job profile wherein an individual has the major responsibility of carrying out the distribution of financial products across client forums. The Relationship Manager shall be required to lead a team of Relationship Executives and ensure that sales targets are achieved. The individual shall be directly answerable to the management and report daily progress of the team.

This role would require ownership of primary and secondary sales in the country, effectively leading the distribution. There shall a training program wherein the Managers would be required to get an in depth understanding of the all Financial Products, business functionality, and technological advancements at Golechha Capital Pvt. Ltd. The training enables the individuals to understand and meet the high expectations of the company and exceed those of its clients. (Visit www.golechha.com for more information)

About Golechha Capital -

- Golechha Capital started off as a stock broking firm in the early 1990s and has grown to be one of the leading financial services providers and capital market product distributors in this part of the world.
- Master franchise of Motilal Oswal, ---- Golechha Capital is one of the top most distributor of Portfolio Management Services for the year 2017 and 2018. “Hyderabad City Icon Award For Excellence in the Category of Financial & Equity Markets – 2018” by Radio City 91.1FM
- We believe in providing our clients with the best financial advice. Our service is focused on generating maximum returns coupled with personalized and customized financial advice for our clients.
- We answer the most important dilemma faced by an individual today - "Where to Invest", by guiding them to the most productive financial instruments available in the market.
- Headquartered in Hyderabad, our team is a blend of experience and youth, who are always eager to serve clients with the best product, in accordance with their needs and expectations.

Prerequisites :

- Good communication and coordination skills
- Bachelor's degree in any field, Commerce preferred
- Basic understanding of Microsoft Products
- Entrepreneurial and proactive attitude
- Strong understanding of financial products:
 - Mutual funds
 - Portfolio Management Services
 - Financial instruments
- Outstanding interpersonal and advisory skills
- Strong analytical ability
- A good listener and problem solving capability
- Business Ownership
- Ability to undertake challenges
- Eye for detail
- Passion for learning and growth of business

Responsibilities :

- Be a responsible, accountable and highly motivating team leader
- Serve as a Financial product Manager across major product segments (Mutual Funds, PMS, etc.).
- Communicate products investment philosophy, process, and positioning along with current market trends to internal and external clients.
- Develop knowledge of industry, trends and be up to date with latest trends and other marketing materials to improve client experience.
- Assist with completion of client requests and proposals.
- Be highly proactive and generate high potential client conversion.
- Prepare monthly and quarterly reports for clients and respective distribution channel.

Opportunities :

- Chance to lead own team with relatively less management interruption
- Hands on experience working directly with clients
- Adjust sales targets according to individual goals
- Ability to diverge into any major product offering post induction period
- Acquisition of several skills
- High visibility in career path at the firm
- Direct interaction with HNI's and Investment Product Managers (ICICI, Reliance, DSP Blackrock, Motilal Oswal, etc.)

Job Location :

- Secunderabad/Hyderabad
- **All candidates shall send in your CV/resume at careers@golechha.com.**