

**Sales Manager: -**

Acquire Quality clients (Privilege Category) for Broking & Third Party Products through networking, data base, market

Intelligence, references from existing clients and assigned leads from the organization.

Ensure Individual and Team performance as per defined norms.

Recruit, Induct, handhold, facilitate and motivate team members.

Retention of performing team members.

Generate Cross Sell revenue through Financial Planning.

Promote Focus Product of the month.

Maintain records of business on internal software.

Induct new clients to the Dealing Desk for smooth interaction and services.

Liaison with Dealing Desk for revenue generation and query resolution.

Conduct marketing and social activities for Client Acquisition and Financial Planning.

Ensure compliance as per various regulator and organization guidelines.

Maintain the brand image of the organization.