

HNI Desk Head

Roles and Responsibilities :

- Handling Team of HNI Relationship Managers/Advisors or HNI Relationship Managers and Advisors.
- Acquiring high value relationships into the HNI & Ultra HNI Clients (EQUITY).
- Managing Large Trader Clients/Big Ticket size Client Acquisition & service.
- Managing relationship of HNI clients, retaining & enhancing advisory relationship.
- To generate revenue from new clients.
- To execute cross sell efforts as per focus of the organization at any given point in time
- Candidate should have minimum experience of around 6 years from broking industries and managing bank AUM of HNI Clients.