

Looking for Head- HNI Broking (HNI/ UHNI's) BIG Trader Clients in Equity Segment (Managing large trades)

Location: Regional office

Role: Desk Head Role

Reporting to: Regional Director

JOB ROLE & Responsibilities:-

- Handling Team of HNI-Relationship Managers
- 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.
- To keep one self-updated on the financial markets and in advisory products / services in particular.

Criteria for Recruitment:-

- **Qualification:** - Graduate/PG/MBA from reputed institute or Graduate from good college.
- **Experience:** - Minimum 8to 16 yrs in handling HNI relationship, Sales of BIG HNI Clients/Trader clients from Stock Broking companies. Having experience of handling HNI Client acquisitions and Relationship Management & service.
- Looking for candidates from Broking/Wealth/PCG base having good vintage in their present as well as previous companies (At least minimum tenure of 2-3 yrs in previous employer)
- Note: Candidates who can move with team of RM's & Dealers can be preferred.
- **Team who has at least minimum revenue of Rs 10 Lacs per month**
- **CTC: Rs 10 to 20 LPA (no Constraint for Right Candidate)**

Company Profile: - For more details: - <http://www.rathi.com>

Anand Rathi Group is one of India's fastest growing full service securities firm. The services offered range from Wealth Management, Investment Banking, Corporate Finance & Advisory, Brokerage & Distribution in the areas of equities, commodities, mutual funds and insurance. With presence at over 180 locations, the Group caters to the financial needs of well-reputed Corporate Groups, Institutions, Foreign Investors and Individuals. In order to meet our growth plans, we are looking for young, dynamic and result-oriented candidates

MOST Important: Do and Don't: Head HNI Broking

1. Stability - at least average of 3 years in each of his last jobs/ should not have changed more than 2 jobs in last 5 years
2. Currently Employed – Should not be unemployed
3. From the same Geography – Candidate should be from the same location
4. Candidate who has earned incentives
5. Hands on experience in HNI relationships – no retail, no franchisee network, no online/ telecalling sales.
6. Ability and willingness to acquire clients – not dependent on assignment clients by organization.
7. Avoid present organizations like IndiaBulls, Emkay Global.
8. Has passion and willingness for field work and relationship management
9. Willing to work in individually capacity.
10. Candidates already interviewed and rejected in the past should not be considered.