

JOB PROFILE

DEPARTMENT &
SUB-DEPARTMENT

Private Wealth Management &
Market Linked Debentures Team

JOB TITLE/DESIGNATION

Market Linked Debentures Specialist

PRIMARY JOB RESPONSIBILITIES

1.) Do 5-6 client meetings each working day (approximately 100 - 125 meetings a month).

2.) Thorough Knowledge and client facing communication skills needed of the following

- 1.) NBFC Balance Sheet and its constituents so as to transmit conviction of credit worthiness.
- 2.) Full understanding of the Financial Data Document and the fitment of Market Linked Debentures in helping achieve clients return objective
- 3.) Market Linked Debentures attributes and their impact of pricing on the product
- 4.) Market Linked Debentures construct and the mathematics resulting in the payoff
- 5.) Thorough understanding of Performance of Structures issued.

3.) Homework and client understanding needed for the meetings

- 1.) GAP sheet of the client to be well understood and in turn preparing 01-02 to fill the GAPs.
- 2.) Past Experience of the client in AR SPs w.r.t. number of products bought/ number of products matured/ IRR. This should help pre-empt apprehension if any.

REPORTING STRUCTURE

Position reporting to: Head/Co-Head Market Linked Debentures

QUALIFICATIONS REQUIRED

CA/ MBA-Finance/ CFA (US)

EXPERIENCE

0 – 2 yrs of experience in a Sales/Product role working in Financial Services industry

FUNCTIONAL / TECHNICAL & BEHAVIOURAL SKILLS REQUIRED

Functional / Technical Skills

1. Basic Knowledge and understanding of Derivatives
2. Basic understanding of broader financial markets across asset classes and basic Knowledge of Financial Products
3. Basic skills to read Financial Statements
4. Intermediate skills of MS Excel and PowerPoint

Behavioral Skills

1. Diligent with attention to detail
2. Sales & Marketing Skills
3. Good Communication and Interpersonal Skills
4. Go-Getter Attitude
5. Team player

AGE GROUP PREFERRED

21-28 Years

SALARY RANGE

10 – 12 L PA