

SKILLED HELPERS WELCOME !

JOB DESCRIPTION | BUSINESS DEVELOPMENT MANAGER

At Anytime Invest, we measure our success by a singular parameter- the value that we create for our clients. Our biggest "wins" are happy clients. In sync with this core belief, the experience that you create for your clients will determine your long-term growth and success as an Business Development Manager at Anytime Invest.

Role & Responsibilities

- * Being the face of Anytime Invest in front of clients by living and embodying the company's core values of client centricity and empathy.
- * Would be responsible for Relationship Building & Management with the customer for Sales & Services of Financial Products of Anytime Invest. [Eg. Online Trading Account, Life Insurance, Mutual Funds, Investment Advisory, Wealth Management, etc.]
- * Manage customers in the branch or through client visits & provide Financial / Investment Advisory.
- * Develop new relations through referencing & other sources.
- * Generate leads and act as a productive resource by meeting targets thereby ensuring the fulfillment of budgetary expectations of the organization.
- * Having fantastic, value creating & memorable conversations with clients every single day!
- * Helping your clients achieve their financial dreams by identifying problems, co-working on solutions, and implementing and monitoring those solutions.
- * Managing investment portfolios and making people ready to meet their financial goals by following the financial planning process.
- * Identify & recruit right quality partners to build a strong partner base.
- * Ensure that the selling through team of partners is aligned to all business quality metrics.
- * Be the first point of contact for the customer to authenticate to concerns raised and validate with authorities.

Desired Candidate Profile

- * Pursuing Master's Degree or Bachelor's Degree.
- * Clear Interest in Financial Planning/ Investment Advisory as a career path.
- * Manage customer meetings and sales process.
- * Conducting market research for generating business thereby adding for revenue generation.
- * Ensuring customer satisfaction.
- * Excellent communication skills, ability to articulate thoughts and have meaningful conversations with people.
- * Above average grasp over both English & Hindi.
- * Desire to learn about how Financial Instruments can be ethically used to create long term value for investors .
- * Ability to multi task, be highly organized and follow organizational processes in a disciplined way.

Preferred Work Experience

- * 0-3 years We are different in the way we work; so, we prefer clean slates!
- * We actively defy a lot of preconceived notions that people have about the financial services industry- that it is meant to be target centric, revenue driven, and the like. As an Business Development Manager at Anytime Invest.

Perks and Benefits

Salary + Lucrative Incentive