ANYTIMEINVEST Services Pvt. Ltd.

GSTIN : 07AASCA6588J1ZU
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SKILLED HELPERS WELCOME !

JOB DESCRIPTION | BRANCH MANAGER

At Anytime Invest, We are seeking a highly accomplished Branch Manager with extensive expertise in Investment Management, Stock Broking, and Mutual Funds to lead our branch operations. The ideal candidate will be responsible for driving revenue growth, managing a high-performing team, and delivering exceptional client experiences while ensuring compliance with industry standards. This role requires a strategic thinker with a proven track record in acquiring and managing HNI/UHNI, Retail, and Corporate Clients, as well as fostering long-term relationships to achieve business objectives. and The ideal candidate to oversee all functions of our new location from the hiring of employees to managing customer relations to implementing business strategies. Applicants should have a good combination of analytical and communication skills as well as the ability to adapt to a constantly evolving industry landscape.

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.
* Drive the sales and distribution of a diverse portfolio of financial products, including Mutual Funds, Equities, Insurance, and other investment instruments.
* Recruit, train, mentor, and retain a team of highly motivated financial professionals, ensuring alignment with organizational goals.
* Increase Revenue and AUM by acquiring new HNI/ UHNI, Retail, and Corporate Clients, and existing clients base through cross-selling.
* Would be responsible for Relationship Building & Management with the team and customer for Sales & Services of Financial Products of Anytime Invest. [Eg. Online Trading Account, Life Insurance, Mutual Funds, Investment Advisory, Wealth Management, etc.]
* Liaison with Dealing Desk for revenue generation and query resolution.
* Develop new relations through referencing & other sources.
* Ensure individual and team performance.
* Ensure smooth day-to-day operations of the branch within the given guidelines, framework and budgets.
* Ensure compliance as per various regulator and organization guidelines.
* 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.

Desired Candidate Profile:

* Bachelor's degree in Finance, Business Administration, or a related field (Master's/MBA preferred).
* Proven experience in team handling, including recruitment, training, and retention.
* Strong understanding of financial products and services, with expertise in relationship management.
* Demonstrated success in achieving sales targets and growing AUM.
* Ability to multi task, manage multiple projects at once, be highly organized and follow organizational processes in a disciplined way.
* Strong interpersonal and communication skills.
* Strategic thinking with a focus on results.

Preferred Work Experience:

* Minimum of 3-5 years of experience in Investments, Stock Broking, Mutual Funds, or related financial services.

Perks and Benefits:

* Salary + Lucrative Incentive + Bonus

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