

Zonal Investment Counsellors

About HDFC Mutual Fund:

Discipline, good governance, and genuine care for our stakeholders have helped HDFC Asset Management Company Limited build a reputation for trust. Over the last two decades, HDFC AMC has become one of the most prominent mutual fund houses in India. Our diverse and vast suite of savings and investment products, coupled with well laid out and strong distribution network across asset classes has been and will continue to be the backbone of our growth.

Mission: To be wealth creator for every Indian

Vision: To be the most respected asset manager in the world

Role: Zonal Investment Counsellors

Job location: Mumbai, Delhi, Kolkata, Bangalore & Chennai.

Role Overview: To **transform** investment advisory by delivering **expert insights**, enabling sales to **deepen client engagement**, and accelerating **revenue growth** through strategic investment solutions. This is an advisory-focused role requiring strong understanding of financial markets, investment products, and client portfolios.

Key Impact Areas:

- **Strategic Partner to Sales:** Act as a go-to investment expert, equipping sales with actionable insights and tailored strategies.
- **Revenue Catalyst:** Drive penetration of investment products and unlock new revenue streams across assigned zones.
- **Thought Leadership:** Develop compelling fund literature and market intelligence that positions the organization as a trusted advisor.
- **Client-centric Excellence:** Conduct in-depth portfolio reviews, identify opportunities, and deliver personalized recommendations.

What This Role Is (and Is Not)

- ✓ Advisory, solutioning, and thought leadership oriented
- ✓ High client exposure and strategic involvement
- ✓ Individual contributor role, active collaboration required with Investment, Product and Sales teams
- ✗ Not an outright sales or target-driven role

What are we looking for: We are looking for CFA Level 2/Level 3 completed candidates with an experience of minimum 3 years in the Banking & Financial domain.