DSP MUTUAL FUND

Senior Institutional Sales | Mumbai

EXPERIENCE	BACKGROUND	REPORTS TO	QUALIFICATIONS
12+ Years	**AMC Only**	**Mumbai Head, Institutional**	**MBA | CFA / CWM / CFP+**

Equal parts hunter and farmer. Own a senior institutional book across Family Offices and large and mid sized corporates, drive new mandate acquisition. This role is for someone who has spent 12+ years inside an AMC, understands how fund houses work from the inside, and is already a known name in Mumbai's institutional circles.

WHAT YOU WILL DO

- Own and grow AUM, revenue and market share across an assigned institutional book in Mumbai.
- Hunt and convert new Family Office, corporate treasury and mid sized institution mandates.
- Deepen existing relationships expanding wallet share across equity, fixed income and hybrid products.
- Reactivate dormant relationships through insight led re engagement.
- Share structured market and competitor feedback with the Mumbai Head, Institutional.

WHAT YOU BRING

- 12+ years inside an AMC, deep institutional sales experience, not adjacent to it.
- A live, active network within Mumbai's institutional ecosystem, Family Offices, treasuries, allocators.
- Command of capital markets, mutual fund products and AMC fund dynamics built from the inside.
- Ability to engage investment committees, family office principals and corporate treasury heads with authority.
- CRM disciplined, data backed sales approach alongside strong relationship instincts.

WHY DSP MUMBAI

- Mumbai is DSP's largest institutional market. This is a seat at the table, not a support role.
- 30 years of investment credibility behind every client conversation you walk into.
- Direct access to the Mumbai Head with real autonomy to shape your market strategy.
- A platform where your network compounds and your impact is visible at the top.