LIGHTHOUSE CANTON

Job Description

ASSISTANT VICE PRESIDENT – INVESTMENT ADVISORY

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Job title	Assistant Vice President – Investment Advisory
Reports to	*SVP/Executive Director*
Location	*Mumbai*

About Lighthouse Canton

Lighthouse Canton is a global investment institution providing Wealth and Asset Management to Institutional Investors and Private clients. Our Wealth management business serves Ultra-high net worth individuals, families and family offices across their investment, estate, tax and philanthropic needs. The Asset management business has strong internal product capabilities investing through multiple strategies in real estate private equity, venture capital, venture debt, direct lending, public equities, and global macros. Lighthouse Canton has offices in Singapore, Dubai, London and various locations across India.

We believe in hiring smart and curious people with the highest integrity. We offer talented professionals an opportunity to grow in a collaborative environment, surrounded by driven colleagues and the opportunity to make an impact from the first day in the organization.

Position Overview:

We are seeking a highly motivated and client-focused Assistant Vice President – Investment Advisory to drive advisory excellence for our digital-first wealth platform in India. The role will be responsible for portfolio advisory, client engagement, investment recommendations, AUA growth, and execution of advisory strategies across client segments.

The ideal candidate will possess strong expertise in asset allocation, portfolio construction, wealth products, and market dynamics, coupled with the ability to collaborate across business, product, and investment teams to deliver superior client outcomes.

Role Type:

Individual Contributor

Key Responsibilities

1. Advisory & Business Growth

- Drive advisory-led engagement across affluent and emerging wealth client segments to enhance portfolio outcomes and increase Assets Under Advisory (AUA).
- Partner with relationship and business teams to identify opportunities for portfolio deepening, cross-sell, and client retention.
- Support the execution of advisory strategies aligned with organizational growth objectives.
- Monitor portfolio trends, client behavior, and AUA metrics to identify actionable opportunities.
- Contribute to quarterly business plans and advisory initiatives aimed at improving client engagement and revenue realization.

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2. Portfolio Advisory & Client Engagement

- Conduct portfolio reviews and provide customized investment recommendations based on client goals, risk profiles, and market conditions.
- Support the management and enhancement of model portfolios across various risk categories.
- Ensure timely implementation of asset allocation and portfolio rebalancing recommendations.
- Guide clients and internal stakeholders through market events, volatility, and investment opportunities with clear, research-backed insights.
- Collaborate with investment and research teams to translate market views into actionable client recommendations.
- Maintain a high standard of advisory quality, suitability, and client experience.

3. Product & Platform Collaboration

- Work closely with product and technology teams to enhance digital advisory journeys and client experience.
- Provide structured feedback on client preferences, product adoption, and portfolio performance.
- Support the development and enhancement of advisory tools, portfolio frameworks, and investment propositions.
- Act as a bridge between frontline teams, clients, and product stakeholders to improve platform effectiveness.

4. Risk, Compliance & Governance

- Ensure adherence to regulatory requirements, advisory processes, and internal governance standards.
- Maintain accurate documentation of investment recommendations, approvals, and client interactions.
- Support audit, compliance, and risk management activities related to the advisory function.
- Stay updated on regulatory developments, market practices, and industry standards.
- Escalate potential risks, suitability concerns, or process gaps in a timely manner.

5. Team Collaboration & Capability Building

- Mentor junior advisors and contribute to knowledge-sharing initiatives within the advisory team.
- Support training programs focused on investment products, market developments, and advisory best practices.
- Foster a culture of client-centricity, collaboration, accountability, and continuous learning.
- Contribute to process improvements and operational efficiency initiatives across the advisory function.

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Key Skills & Competencies

- Strong understanding of investment advisory, asset allocation, and portfolio construction.
- Knowledge of mutual funds, equities, fixed income products, PMS, AIFs, and wealth management solutions.
- Sound understanding of financial markets, macroeconomic trends, and investment products.
- Ability to analyze portfolios and provide goal-based investment recommendations.
- Strong communication, presentation, and stakeholder management skills.
- Data-driven approach with strong analytical and problem-solving capabilities.
- High level of integrity, client focus, and attention to detail.
- Understanding of regulatory and compliance requirements in the wealth management industry.

Preferred Qualifications

- 8–10 years of experience in Wealth Management, Investment Advisory, Private Banking, Financial Planning, or FinTech.
- Proven track record of managing client portfolios and driving advisory-led business outcomes.
- Experience working with affluent/HNI client segments preferred.
- MBA (Finance), CFA, CFP, NISM Certifications, or equivalent professional qualifications preferred.
- Experience in digital wealth platforms or technology-enabled advisory models will be an added advantage.