SBI FUNDS MANAGEMENT LIMITED

Launch Your Career with SBI Funds Management Ltd

At SBIFML, we offer more than just jobs—we provide the foundation for a fulfilling career where you can innovate, grow, and make an impact. We're looking for enthusiastic, passionate students who are eager to bring fresh ideas, challenge themselves, and drive real results. Join our dynamic, inclusive team and gain access to unparalleled learning, development, and leadership opportunities. If you're ready to shape the future with an industry leader, this is your chance to build a bright future with us!

Relationship Manager – Institutional Business

Job Description

Role and Responsibilities

- Engage in Institutional sales or Key Accounts Management.
- Responsible for directly handling Family Offices / HNI / SME clients / Corporates.
- Drive business growth in Institutional Investor Space for the Company.
- Execute B2B sales, Corporate / Institutional Sales
- Acquire new clients across relevant Corporate Investor Categories (Large, Medium and SME).
- Sale of SBIMF products at the allocated location and areas in and around the identified location, additionally build relationships for generating sales.
- Liaison with Corporates / distributors / banks / institutions / SMEs
- Build and maintain healthy business relations with Institutional Investors
- Penetrate all targeted key accounts and originate upselling opportunities
- Ensure adherence to sales processes and requirements.
- Achievement of monthly, quarterly & yearly business plan.
- Channel Development & networking skills for achieving Channel Sales

Skills & Competencies

- Aptitude for economic and financial concepts.
- Good knowledge of relevant sectors & financial ecosystems consisting of but not limited to equity, debt market, & other global sectors.
- Proactive and goal oriented
- Understanding of Treasury and Fixed Income products
- Able to work independently and as a team player
- Excellent verbal communication skills and active listening skills
- Account Management skills
- Excellent Presentation Skills
- Positive and enthusiastic attitude
- Customer focused and result oriented approach

Qualification & Experience

- NISM V-D Certified
- CFA Preferred