

Job Description

Role	Relationship Manager
Location	PAN India
Business Unit	Mutual Fund Business
Job Purpose	
<p>The purpose of this job is to:</p> <ul style="list-style-type: none">• Drive ongoing sales from the defined relationships and contribute towards regions achievements.• Obtain and analyse information from market to identify new clients, makes direct pitches, liaises with channel partners to increase sales.• Profile distributors, undertake their empanelment & activation and cater to their requirements to ensure ongoing business• Identify IFAs/Banking partners, support IFAs in new initiatives to help them increase their client base.• Ensure targeted number of folios are added and achieve targeted amount of new SIPs• Organize and execute trainings and engagements for partners.• Communicate and educate the distributors about its advantages and potential as a tool for wealth creation• Ensure 100% compliance with internal reporting & audit systems.• Update sales portal with requisite information to facilitate information collation and analysis.	
Key Result Areas	<ul style="list-style-type: none">• Retail Sales – Both gross sales & net sales & SIP numbers• Distributor Empanelment & Engagement• To achieve the targeted number of new SIPs• Reporting and compliance• To ensure that the targeted number of new investors (folios) is added