

## Assistant Manager (Sales - Retail & Corporate)

### Purpose of the Role

Position Title	Assistant Manager (Sales – Retail & Corporate) Job Band – Assistant Manager
Location	Mumbai A Wing, 1 <sup>st</sup> Floor, Industrial Assurance Building, Veer Nariman Road, Churchgate 400 020
Scope of work	<ul style="list-style-type: none"> <li>• Expand <b>base of Corporate Clients</b> and Retail subscribers for LIC PFL PoP.</li> <li>• Increase <b>market share</b> of LIC PFL's NPS schemes.</li> <li>• Canvas LIC PFL schemes through Corporate presentations, webinars, etc.</li> <li>• Facilitate onboarding of Corporates under NPS.</li> <li>• Ensure seamless NPS account opening experience for subscribers.</li> <li>• Recruit Pension Agents/Marketing intermediaries.</li> <li>• Tie up and nurture the relationship with other PoPs and Pension Agents for distribution of LIC PFL schemes.</li> <li>• Manage relationship of Corporates under Corporate NPS.</li> <li>• Ensure timely resolution of subscriber queries.</li> <li>• Facilitate development of LIC PFL office network, as per requirements.</li> <li>• Liaise with PFRDA (the regulator), NPS Trust Authorities and Association of NPS Intermediaries and various POPs.</li> <li>• In addition, role holder shall take up responsibilities as directed by the Competent Authority from time to time.</li> </ul>
Tenure	Permanent
Position Reports to	AGM – Sales & Marketing

Profile	MUST	Preferred
Age profile (years)	25-to-40	
Language	Read, Write, Speak in English and Hindi	
Qualification profile		
<i>Graduation</i>	Any Graduate	
<i>Post-Graduation</i>		(*) MBA – (Marketing) or similar.
Profile of prior experience (years)		
<i>Overall</i>	Min 5 years	

<i>Relevant experience definition</i>	<ul style="list-style-type: none"> <li>• Proven track record of successful sales experience of Asset Management or Retirement Products</li> <li>• Should have acquired New Corporate or Institutional Clients (for financial products &amp; services)</li> <li>• Sales Experience in any Asset Management Company is preferable.</li> </ul>	
<i>Relevant prior Role experience profile (years) in Similar Profile</i>	Min 3 years	
Compensation payable	Compensation payable - Annual fixed compensation is Rs 12.40 Lakhs. Along with Variable pay based on yearly appraisal which is applicable only after successful completion of probation period.	

<b>Functional Competencies</b>	<b>Behavioral Competencies</b>
<b>B2B sales</b> process; Client acquisition	Skills in building <b>relationships</b>
<b>B2C distribution</b>	<b>Persuasion</b> in winning over new Clients; <b>influencing</b> skills
<b>Research</b> skills for mapping market opportunities, Business intelligence about competitor's performance and weaknesses	<b>Presentation</b> and <b>communication</b> skills [for engaging with CEOs, CFOs, CHROs of corporations and Government Authorities like regulators, PSUs etc.]
<b>Domain knowledge of NPS</b> , Asset classes, Financial Markets, Associated risks & opportunities, Returns, Competitor performance, PFRDA Regulations and its directives for wealth management	<b>Ambitious</b> and Target-oriented