



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

Aditya Birla Money Limited **Campus Recruitment - 2019 Passing Out Batch**

(ONLY FOR SHORTLISTED STUDENTS)

Company	Aditya Birla Money Limited		
Website	www.adityabirlacapital.com		
Batch	2019 Passing Out Batch		
Joining	IMMEDIATE		
Job Title	Sr. Dealer/Trade Advisor/ Sr. Trade Advisor/BDM		
Eligible Degrees	MBA – Finance , Sales & marketing		
Eligible Branches	<ul style="list-style-type: none"> • Should have min. 2-3 years of relevant work experience into Trading (on terminal) & HNI Client acquisition • NISM certification is mandatory before joining • Education qualification – Min. Graduate • Decent Communication Skills, Presentable & Confident • Should have relationship building & networking capabilities • Should have sound Business acumen about the industry - derivatives market 		
Eligibility Criteria	10 th	-	No % Criteria
	12 th	-	No % Criteria
	Graduation	-	No % Criteria
	Post-Graduation	-	No % Criteria
Location	Mumbai – Goregaon, Dadar & Thane Ahmedabad – Navrangpura		
Compensation (CTC)	INR 2.7 to 5.5 LPA (fixed) + incentives (performance driven)		
Roles & Responsibilities	<p>Trade Advisors – These are individuals who are experienced in the stock markets and have requisite skills for acquiring big ticket clients and advise them on their decisions on the stock market & execute client trade on the terminal (Acquisition & Dealing).</p> <p><i>Role description</i> –</p> <ul style="list-style-type: none"> • Reactivation of clients & acquisition of new clients – open market acquisition, cold calling, through referrals...etc • Trade on behalf of clients • Develop and maintain a long-term relationship with customers • Responsible for reactivation of dormant clients. Ensure growth in clientele by converting leads • Acquisition of De-mat / Trading account from open market and leads (Offline & Online) • Conduct lead generation activities for sales penetration • Meeting & pitching customers • Generate Equity Business and maintain strong client relationship. 		

	<ul style="list-style-type: none"> • To ensure adherence to surveillance, risk & deal desk processes <p><u>Expectations from Dealers/Trade advisors –</u></p> <ul style="list-style-type: none"> · Experienced professionals in acquiring and trading for HNIs' & UHNI's · Capable of acquiring big ticket margin (min. 5 lacs margin) · Capable of servicing & leveraging relationship with HNI clients · In-depth Knowledge about trading in Derivatives · Have a strong & disciplined approach to Sales · To work in a compliant and diligent manner · Mandatory to have NISM Series 8 certification - Equity Derivatives Certificate Examination. <p>*** (On exception, we can look at candidates having good client network & experience but does not have NISM, he can be considered & offered but their joining is subject to completing NISM certification).</p>
How to Apply	<p>Interested and eligible students need to share their resumes at sgupta13@amity.edu , latest by 25th March 2019 by 6:00 PM</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor