

Greetings from Choice Group.

With regards to our telecon please find the job description as under :

Job Title: Business Development Executive or Relationship Manager.

Location: Vashi (Navi Mumbai)

Salary Range: Rs. 2.4 lacs p.a.

About Us :

Headquartered in Mumbai, Choice Group is a well-established financial services organization with over a decade of experience. We specialize in a wide range of financial services, including stock broking, insurance distribution, wealth management, Investment Banking, retail lending, as well as engineering and other consulting services. As a comprehensive financial conglomerate, Choice Group has grown to be a top 20 stock broker in India, serving over 1.1 million clients nationwide and collaborating with more than 44,000 skilled business associates. Our commitment to innovation and cutting-edge technology drives us to deliver top-tier service across all financial sectors.

To learn more, visit our website: <https://choiceindia.com>

Position Summary:

The candidate will be responsible for pitching and selling a range of financial products, including insurance, mutual funds, and other banking products. The ideal candidate should have strong communication skills, a willingness to learn, and a basic understanding of financial concepts.

Key Responsibilities:

Effectively pitch and sell insurance, mutual funds, and other banking products to potential clients.

Build and maintain strong client relationships by understanding their financial needs and providing suitable solutions.

Develop and implement strategies to achieve sales targets for financial products.

Monitor and report on sales performance, client feedback, and market conditions.

Collaborate with the internal team to align product offerings with client needs and company goals.

Requirements:

Good verbal and written communication skills in both English and Hindi.

Demonstrated eagerness to learn and adapt in a dynamic environment.

Understanding of financial products and basic finance concepts.

Prior experience in selling financial products, such as insurance or mutual funds, is advantageous.

Bachelor's degree in Finance preferred or MBA batch 2024 pass out.

If you need any further details or have any questions, please feel free to reach out on mail id ghanesh.rathi@choiceindia.com

Thanks & Regards,

Choice
The Joy Of Earning

Dhanesh Rathi

Senior Manager - Talent Acquisition

Human Resource

W: www.choiceindia.com

Head Office: Sunil Patodia Tower, J.B. Nagar, Andheri (East), Mumbai 400099.