



Let your money grow with us...

Job Description-Relationship Manager



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1. ABOUT THE COMPANY:

BFC Capital is a premier wealth management company working on advisory model having clientele across northern region of the country.

Services of the company are limited to very selected clientele who can afford to pay our membership fee and as such fee based income is a preponderant part of the total revenue of the company.

Company runs on the highest level of ethics and standard. Rigorous in house trainings and personality development process is an inherent feature of our System.

2. POSITION –RELATIONSHIP MANAGER:

Preface:

The RM shall be required to move into the market promoting services of the company, briefing people about the utility of our services and handling operational and technical issues of our existing clientele.

3. Skills Required

- ✓ Strong sales and convincing skills
- ✓ Strong analytical and quantitative skills
- ✓ Natural interest and inclination towards Finance and economics.
- ✓ Workaholic nature and dedication.
- ✓ Strong inter-personal skills and presentability.
- ✓ Outgoing personality and confidence

4. Job Country:

INDIA

5. Job Location:

State:

Uttar Pradesh

City:

Lucknow

Address:

2/10 Vineet Khand Gomti
Nagar Lucknow(UP)-226016

6. Vacancy Type:

Full time

1st Floor, 2/10 Vineet Khand, (Above Bank of Maharashtra) Gomti Nagar, Lucknow-226010 Tel.. +91-522-6052401, 6052402, Fax no.+91-522-4026940.

Email: customersupport@bfccapital.com, Web: www.bfccapital.com



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7. **Package:** Prevailing as per Industry Norms, and shall not be a barrier for Suitable Candidate.
8. **Experience:** Min Experience – Nil
9. **Qualification:** MBA in Marketing /Finance/ Graduation

10. **Job Detail –**

As the company works on advisory model, the relationship manager shall be responsible for the promotion, development and handling of client relationships related to financial planning and wealth management.

The capacity utilization of an RM will be as follows:

1. Marketing activities including moving into the market – 60%
2. Handling of portfolio including doing technical analysis- 30%
3. In house training for operational and technical issues – 10%

11. **Performance Appraisal:**

The performance will be assessed on the basis of quantitative analysis including creation of clientele and revenue generated during the period as well as qualitative analysis including the marks obtained in internal trainings and examinations, adherence to STD (Standard time duration), obedience and professional conduct.

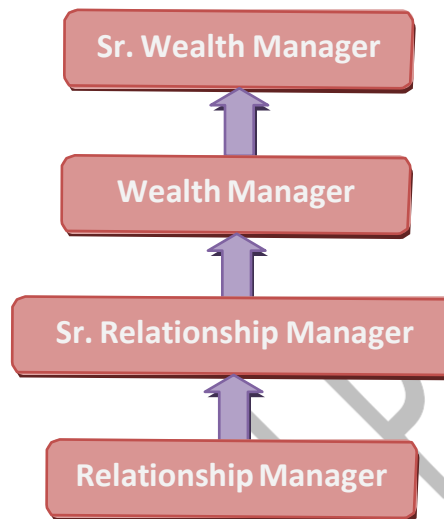
➤ **Reporting:**

The RM will report to his/her unit head usually a Wealth Manager.



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12. CAREER GROWTH



Usually for an average candidate the transition from one position to next level takes a year.

Apart from fixed emoluments, the HR policies of the company promotes various incentives and other rewards and recognition programs.

The Company provides fixed bonus at the end of completion of financial year subject to fulfillment of certain conditions not related to sales performances.