

Job Description

Profile Summary

Title	Digital Evangelist	Area of operation	Sales of Financial Products and educate the clients to trade through mobile app
Department	Broking	Direct reporting	Cluster Manager
Level	Up to S6	Dotted line / any other reporting	-
Location	Chennai	Compensation	As per Industry standards
Company:	KSBL - Broking	Recruiting manager:	

About Karvy

Karvy is a premier integrated financial services company, ranked amongst the top-5 in the country across all the business segments that it has presence in. The Group services over 70 million individual investors in various capacities, and provides investor services to 600 of the best of Corporate India. Karvy covers the entire spectrum of financial services, such as stock broking, registry services, depository services, distribution (of financial products including mutual funds, bonds and fixed deposits), commodities broking, currencies broking, personal finance advisory services, merchant banking and corporate finance, wealth management, NBFC, insurance repository, equity placement and IPOs among others. The Group is professionally managed with combined staff strength of nearly 8500 employees across the length and breadth of the country and ranks among the best in technology, operations and research.

Purpose of role

To educate the customers about online trades through mobile app and cross sell financial products to customers (both Retail and HNI)

Key Responsibilities

- ∞ Responsible for selling third party products like (Mutual Funds, Bonds, Debentures, Life Insurance & Fixed Deposits). Should be adept at using mobile (Android/ iOS) and computers for transactions
- ∞ Should understand and appreciate client concerns and redress them
- ∞ Should possess communication skills in the local language based on territory of work as also English
- ∞ Should be extrovert in nature and willing to travel to meet clients at their convenience.
- ∞ Should be open to carry targets on Activations
- ∞ Should be willing to position SIPs to clients

Qualification, Experience & Desired Skills

- ∞ B.Tech Graduate fresher's with zeal towards starting their career with Financial Sector.
- ∞ A thorough understanding of financial markets, their behavior, movements and expectations with respect to market.
- ∞ Good understanding of financial products and presentation of those to customers.
- ∞ Excellent customer relationship management.
- ∞ Excellent oral and written communication skills with clarity of thought, speech and expression.
- ∞ Excellent interpersonal skills.
- ∞ Good Analytical Skills.