

## Relationship Manager – Modulus Alternatives Investment Managers

We are seeking an experienced, entrepreneurial and highly driven individual with an extensive experience in channel sales and demonstrable track record of raising assets. You will be responsible building relationships in the MFD segment in the respective geography. You will be required to demonstrate ability to develop strategic relationships and build credibility through knowledge driven discussions with sophisticated channel partners.

### Role Requirements:

- Excellent academic credentials from prestigious MBA or equivalent programme
- A minimum of 7 years relevant experience in the financial services industry
- Strong presentation and communication skills
- Unquestionable integrity and strong work ethic
- Strong experience in MFD segment, preferably in AMC industry
- Deep knowledge of fixed income markets
- Must be able to conceptualize and communicate complex information through presentations/reports

### Role Responsibilities:

- Consistently mapping out the distribution landscape and sourcing new demand
- Distribution outreach by telephone/ e-mails to secure meetings with key prospects
- Develop and deepen relationships with distributors
- Regularly update Distributor Database
- Gather intel through efficient data mining and analysis to drive business development efforts
- Liaise with the investment team to effectively articulate the investment philosophy with large distributors
- Focusing and creating plan to minimise brokerage/commission to increase the revenue growth of sales.
- Plan events with distributors to maximise business conversion in the respective counter

### Location:

- Mumbai & Bangalore

Email your CV to [vishal.ladiwal@modulusalternatives.co.in](mailto:vishal.ladiwal@modulusalternatives.co.in), [namrata.jashnani@centrum.co.in](mailto:namrata.jashnani@centrum.co.in)

