

Sales Manager – Institutional Sales: Job Description

Job Title	:	Sales Manager – Institutional Sales
Reports to	:	Head of Sales or Country Manager
Department	:	Sales
Industry	:	Capital Markets – Institutional
Location	:	Mumbai

Purpose of the Job

Selling Products and Solutions to NEW Customer Accounts in the Institutional Broking Segment

RTGSL is entering the space of offering solutions to the institutional broking market segment – this would cover areas of cross border trading networks, Algorithmic Trading, Institutional Trading Systems and Settlement Systems. Hitting personal targets and contributing to overall profitability, success and positive image of the company, in the marketplace.

Main Objectives and Activities

- To maintain and develop existing customers through high levels of service in order to expand and strengthen the relationship
- To actively identify opportunities to introduce other Company goods and/or services, thereby increasing the revenue opportunity within each customer's business portfolio
- To work with customers' management teams to understand particular business strategies
- To communicate customer requirements and/or schedules to internal staff in a timely and executable manner to promote optimum cost efficiency
- To be involved in project management of new and existing system requirements
- To identify and develop new sales enquiries and convert into profitable new business, and assist with other sales and marketing activity such as trade shows and conferences
- To maintain documentation and materials in support and evidence of the above objectives

Additional Responsibilities

- Tracking and escalation of customer issues
- Managing the customer invoicing process
- Assisting accounts personnel to insure that a customer's account not overdue

Qualifications

- Education to degree level (minimum). Post Graduation Preferred.
- Formal training in sales techniques.

Skills

- Minimum 5-8 years demonstrable track record of success in sales.
- Exposure to Institutional Broking Markets is a precondition.
- Should have a rolodex of Buy side firms.
- Demonstrable experience selling complex technical solutions to executive management.
- Ability to network within a customer organization to identify all key influencers and decision makers.
- Commercial and / or Enterprise Focus
- Negotiation Skills
- Problem Solving
- Strategic Thinker

Salary

- We offer excellent working conditions with good long term prospects for the right person and a salary dependent upon experience.
- This position offers an excellent opportunity for an individual that is willing to learn and progress within the Company, the Capital Markets and the IT industry. The successful candidate will be given the opportunity to develop and acquire new skills.

About Us:

Religare Technova Limited is the holding company for the IT business of a large diversified Indian transnational business group. The group pursues aggressive business interests globally in Financial Services (Religare Enterprises), Health Care (Fortis HealthCare), Wellness (Religare Wellness, formerly Fortis HealthWorld), Diagnostics (Super Religare Laboratories, formerly SRL Ranbaxy) and Aviation and Travel (Religare Voyages).

Religare Technova Global Solutions (formerly Asian CERC Information Technology Ltd and Capital Market Solutions Pty Ltd), is a global leader in providing Enterprise Software Solutions to the Capital and Financial markets.

We have a presence in 12 countries across Asia, Australia and Europe.