

## Job Description

### Primary Role

Identify, meet the potential leads who want to be an entrepreneur and explain to them about the business opportunities and convince them to start the Financial Products Distributor and become a Financial Products Distributor / Partner.

Providing financial products training to Distributors for Business Development.

Plan activities and strategies for business development for distributors.

Educate the partners about product portfolio, services offers and also evaluate them on sales performance, recommend improvements.

Develop positive working relationships with partners to build business.

1) Products: Mutual Funds, PMS, Loan Against Security (LAS), Bonds etc.

2) Business targets: Recruitment of Financial Products Distributor, Product sales etc.