



ISLAMIC UNIVERSITY OF SCIENCE & TECHNOLOGY
AWANTIPORA, KASHMIR

OFFICE OF THE CAREER COUNSELLING & PLACEMENTS

Dear Student,

Please accept greetings from the IUST, hope you are doing well.

I would like to inform you that **MOTILAL OSWAL**, which is a well-diversified financial services company focused on wealth creation through knowledge is offering the openings for the positions of **Investment Product Franchise and Private Client Group**.

Eligibility: MBA and MBA IB Students

Passout: 2021 Only

Application Deadline: 29th of October 2021

CTC: 4.5 Lacs / Annum

Responsibilities of the Candidate:

- Cross selling of equity, insurance, and mutual fund & PMS products.
- Maintaining client relationships and generate AUM from preferred clients.
- Supporting IFAs in terms of Joint calls/Training programs etc. for driving sales and meet the revenue target from the mapped IFA's.
- He / She would be responsible to drive the TPP sales through branch sales team and advisors.
- Creation of revenue and activation of clients through effective advisory.
- To build good rapport with the partners & to their HNI clients by providing investment ideas & products.
- Responsible for bringing their existing clients (Affluent & Super Affluent) and building a strong client book.
- Empanelment of IFAs based on Eligibility criteria designed by the company.
- He / She will be Responsible for Acquiring HNI clients (Affluent & Super Affluent).
- Advising Super HNI clients on equity, Derivatives, Currency and commodity market.

If interested, you are therefore advised to register on the below mentioned registration link by or before **29th of October 2021:**

Link for registration for Interested students : <https://bit.ly/3mjbOyZ>

Wish you all the best.

IUST/ CCPC/Motiwal Oswal/21/54
Dated: 27th of October 2021

(Dr. S. Iqbal Quraishi)
Dy. Registrar
Trainings & Placements