

## Introduction

IFCI Financial Services Ltd (IFIN) was promoted in 1995 by Industrial Finance Corporation of India Ltd. (IFCI) to provide a wide range of financial products and services to institutional and retail investors. IFIN is primarily involved in Stock Broking, Investment Banking, Financial products Distribution & Advisory services, Depository services and Insurance Products Distribution among other services. IFIN is a Category 1 Merchant Banker with SEBI and provides a gamut of Investment Banking and Merchant Banking activities.

## II **Eligibility and Job responsibility**

### **Role: Financial Product Distribution Head (FPD) - Fixed Term Employment (Contract) – 3 Years**

Age: 30-45

Qualification – Any degree and Certification in AMFI & IRDA certifications are compulsory

Relevant Experience - Minimum 10 years

Location - Mumbai

### **Job description**

Candidate is required to work closely and support the sales team to service, expand and deepen the existing Branch & Channel partner relationships

Coordinate with internal/external sales/service team to source new business, track sales opportunity and impact, and coordinate with client-advisors to ensure timely completion deliverables (Effectively partner with internal and external customers to hunt for business opportunities)

Development and execution of the business vision - helping customers transform their business and derive measurable business to match the Organization Vision)

Identify opportunities for enhancing the product capabilities with external tie-ups to roll out to Branches and to our associated Business Partners

Should be a Driver for profitability and business targets within the Third Party space and to maintain the third party relationship on an ongoing basis through profitability as well as problem solving mindset.

Salary is not a constraint for the right candidate.

III. **REMUNERATION**: Market driven salary which will not be a constraint for suitable candidate.

**IV. HOW TO APPLY:** Candidates fulfilling the above eligibility criteria may submit their Resume/Biodata through online portal [www.ifinltd.in/career/click-to-post-resume](http://www.ifinltd.in/career/click-to-post-resume)

kindly enclose the self-attested photocopies of the following documents in the email:

1. Proof of date of Birth
2. Educational Certificates
3. Relevant Experience certificates (containing areas and period of service)
4. ID proof with photo identity (Pan / Aadhaar / Passport / Driving License / Voter ID)

**V. General Conditions:**

1. Post qualification experience means the applicant should have working experience for the specified period after acquiring the prescribed educational/professional qualifications from a recognized and approved institution in India, by AICTE / UGC / ICAI etc. and other appropriate authority as the case may be.
2. All Computations of age shall be done considering December 31, 2023 as the cut-off date. The date of declaration of result / issuance of mark sheet shall be deemed to be the date of acquiring the qualification and there shall be no relaxation on any of these accounts.
3. The mere fact that a candidate has submitted the Resume/Biodata against the advertisement and apparent fulfilling of criteria as prescribed in the advertisement would not bestow on him/ her the right to be called for interview / considered for selection process. IFIN group at its discretion may also relax / lower qualifying standards /criteria in case suitable candidates are not available.
4. The total number of projected vacancies/Level offered indicated may increase / decrease / be cancelled at the discretion of IFIN group, if need so arises, without any further notice and without assigning any reason thereof.
5. Only Indian Nationals are eligible to apply. While applying for any post, the applicant should ensure that he/she fulfills the eligibility and other norms mentioned above, as on the specified dates and that the particulars furnished are correct in all respects. To ascertain eligibility IFIN group may obtain additional information from candidate. In case, it is detected at any stage of engagement process, that a candidate does not fulfill the eligibility norms and/or that he/she has furnished any incorrect/false information or has suppressed any material fact(s), his/her candidature will stand automatically cancelled. If any of the above shortcoming(s) is / are detected even after appointment, his/her services are liable to be terminated

without any notice.

6. E-mail Id/ phone number/present address given in the Resume/Bio-data should be valid and functional for at least 6 months from the date of submission of Resume/Bio-data.

7. IFIN group reserves the right to restrict the number of shortlisted candidates for interview on the basis of qualifications and experience higher than the minimum prescribed.

8. Canvassing in any form will disqualify candidate(s).

9. IFIN group reserves the right to cancel the recruitment advertisement and/or the selection process at any stage without assigning any reason thereof.

10. Any legal proceeding in respect of any matter of claim or dispute arising out of this process in response thereto can be instituted only in Chennai and courts/tribunals/forums in Chennai only shall have sole and exclusive jurisdiction to try any such cause/dispute.

11. IFIN group will not be responsible for any loss of communication letter/ e-mail sent, due to invalid / wrong e-mail id/ wrong postal address/postal delay etc., in case of, any communication made by IFIN group. No request in this regard will be entertained. Further, any e-mail communication made by IFIN group at the furnished email id will be considered as valid communication, even in case the same communication has not been sent/delivered by post physically.

12. The candidates are advised to go through the requirements of educational qualification, age, etc. and satisfy themselves that they are eligible before applying.

13. Any query while applying for the positions may be addressed to **hr@ifinltd.in**

14. The short-listed candidates will be called for interview process, which will be carried out at Chennai or may be held in online mode, as may be decided by IFIN group.

\*\*\*\*END\*\*\*\*

The information made available on this Web Site is updated on a periodic basis and is subject to change without notice. IFCI Financial Services Ltd (IFIN) can modify or alter the terms and conditions of the use of this service without any liability.

The contents of this website, including the text, images, audio, and video shall not be distributed, modified, transmitted, reused, reported, or used for public or commercial

purposes without the prior written permission of IFIN. IFIN reserve the right to terminate the accounts of subscribers / customers, who violate the proprietary rights, in addition to initiating necessary legal action.

The content of the site and the interpretation of data are solely the personal views of the contributors. IFIN reserves the right to make modifications and alterations to the content of the website. Users are advised to use the data for the purpose of information only and rely on their own judgment while making investment decisions. The investments discussed or recommended may not be suitable for all investors. IFIN does not warranty the timeliness, accuracy or quality of the electronic content.