

Are you ready to be part of a dynamic asset management company?

At Carnelian Asset Management & Advisors, we provide a platform to innovate and grow.

You will thrive at Carnelian if you are:

- Self-driven
- Ambitious
- Out-of-the-box thinker
- Team Player
- Adaptable
- Customer focussed

About us:

We are a fast-growing Asset Management firm headquartered in Mumbai having multiple offices in the country. We manage over USD 1.4 bn in assets across several PMS & AIFs and Offshore funds. We specialise in Indian equity investments for HNIs, Family Offices, Institutions, and Partners' capital. Carnelian works with a varied range of wealth partners such as 360 One, Nuvama, Julius Baer, Barclays, ICICI Bank, HDFC Bank, Axis Bank, ASK Wealth and many more. The company is known for its values, expertise, and best practices, focussing on quality investments at a reasonable price and risk diversification through forensic analysis.

Our Offerings Include:

- Category III Alternative Investment Funds
- Portfolio Management Services
- Advisory Services for Domestic and Global Investors
- Registered Fund Management Entity in IFSC GIFT

About The Job:

Sales and Business Development **Available at Multiple Locations:**

Mumbai/Ahmedabad/Bangalore/Delhi

Sales and Business Development – Job Description

Work Arrangement:

- In-Office / On-Site - (Mumbai Only)

Key Responsibilities:

- Responsible for generating sales and maintaining/nurturing relationships with existing distributors/clients.
- Identify potential distributors/clients, driving the business development & empanelling them onboard for our AIF/PMS Investment Products.
- Develop and implement strategic sales plans including making the required collaterals.

Requirements:

- Strong understanding of equity markets/trends.
- Proven track record of achieving sales targets and building client relationships.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and collaboratively in a fast-paced environment.

Are you ready to make a difference?

Send your CV to "hr@carneliancapital.co.in" and join the Carnelian family