



Let your money grow with us...

Job Description-Tele RM



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1. About the company:

BFC Capital is a premier wealth management company working on advisory model having clientele across northern region of the country.

Services of the company are limited to very selected clientele who can afford to pay our membership fee and as such fee based income is a preponderant part of the total revenue of the company.

Company runs on the highest level of ethics and standard. Rigorous in house trainings and personality development process is an inherent feature of our System.

2. Position –Tele RM (Female Only):

Job Detail:

The tele-RM shall be required to generate leads by promoting services of the company. She will be required to make calls to potential clients to brief them about the utility of our services and to invite them in our marketing campaigns. She will also be required to:

- Contact potential or existing customers to inform them about a product or service using scripts
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales

3. Skills Required:

- **Ability to learn about financial products and services and explain them to prospects**
- **Excellent communication and interpersonal skills**
- **Cool-tempered and able to handle rejection**
- **Outstanding negotiation skills with the ability to resolve issues and address complaints**
- **Strong sales and convincing skills**
- **Basic computer and MS-office knowledge**



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4. Job Country – INDIA

5. Job Location

State – Uttar Pradesh

City – Lucknow

Address – 2/10 Vineet Khand Gomti Nagar Lucknow(UP)-226016

6. Vacancy Type- Full time

7. Package- Prevailing as per Industry Norms, and shall not be a barrier for suitable candidate

8. Experience – Min Exp - Nil

9. Qualification – Graduation

10. Performance Appraisal:

The performance will be assessed on the basis of quantitative analysis including creation of leads during the period as well as qualitative analysis including the marks obtained in internal trainings and examinations, adherence to STD (Standard time duration), obedience and professional conduct.

11. Reporting:

The Tele RM will report to his/her unit head usually a Wealth Manager.

1st Floor, 2/10 VineetKhand, (Above Bank of Maharashtra) Gomti Nagar, Lucknow- 226010

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