

Sales Executive

First Ally Asset Management

Experience Level: 5 years

Location: Abuja

About the Role

The Sales Executive is responsible for providing Investment Advisory services to clients and Effective Management of clients.

Duties and Responsibilities

- Drive Sales, increase brand awareness, influence market share, penetration and develop strategic and innovative ideas to accelerate revenue and work to build market share.
- Develop solid partnerships with clients, peers, and management teams to facilitate efficiency, and productivity and achieve set targets
- Provide Investment opinions to investors and prospects.
- Monitor Client's investments and give proactive suggestions to enhance portfolio.
- Establish Client Investment objections, including risk tolerance, asset allocation and recommend suitable Investment options.
- Market Company Products and services to prospective Clients.
- Preparation of weekly and monthly Sales report of the Sales Team
- Initiate and follow up on new business opportunities.
- Identify and resolve client's enquiries and queries, ensure proper documentation of issues and resolution.
- Advise and communicate with client on their investment performance and market trends.
- Generation of new and creative ideas for new product development, to broaden the range of investment management services available to existing and potential client
- Work closely with the Sales Team to retain and expand market share for The First Ally Group.
- Work closely with Portfolio managers and the Sales/Client Coverage Team to assist clients in developing the best wealth management strategies, which involves effectively matching clients' profiles with asset allocation recommendations.
- Participate in marketing events such as seminars, exhibitions, and trade shows.

- Perform other functions as assigned by the Head of Sales.
- Ability to manage a branch.

Requirements

Qualifications

- A good first degree in any discipline. Relevant Masters' degree will be an advantage
- A recognized professional certification will be an added advantage

Skills

- Proven record of Sales performance
- Excellent client relationship development/management
- Good negotiation, problem-solving and conflict resolution
- A deep understanding of alternative investment strategies
- A deep Knowledge of capital markets, alternative investments & asset management products
- Environmental / Industry analysis
- Financial Analysis / Interpretation
- Banking Operations (Domestic & International Operations)
- Investment Portfolio Management
- Money Market Trading
- Marketing Presentations
- Organization & coordination