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Institutional Sales Manager Jobs In Dubai | Huxley Banking & Financial Services

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Company: Huxley Banking & Financial Services

Location: dubai

Category: other-general

Institutional Sales Manager Jobs In Dubai | Huxley Banking & Financial Services

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We are currently representing a dynamic and successful asset management firm of a reputed bank that has solidified its position as a leader in the industry. Renowned for its impressive fund performance and diverse product portfolio, our client's unit has gained recognition not only within the region but also on an international scale.

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Responsibilities:

Develop and execute a comprehensive business plan and strategy to attract fresh capital from institutional clients worldwide.

Present our range of products to institutional and private banking clients across different regions, effectively showcasing the value proposition.

Achieve a balance between personal revenue targets and unit budget requirements, contributing significantly to revenue generation.

Provide support and guidance on Asset Management products to specific teams within the designated sector, fostering collaboration and driving Asset Under Management and revenue growth.

Analyse client demands and propose recommendations for potential product enhancements or new launches, contributing to the company's future growth trajectory.

Manage a portfolio of existing clients while actively seeking new capital opportunities, ensuring exceptional service levels and maintaining the company's strong market reputation.

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Requirements:

Bachelor's degree from a reputable university.

Desirable qualifications in financial markets (CFA/CI SI).

6-8 years of experience in either sales or investment roles.

Exceptional communication skills, both written and verbal.

Strong interpersonal skills, enabling effective relationship building and rapport with diverse stakeholders.

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