

Sr. Associate – Markets

Job Details

Position Title:	Sr. Associate – Markets
Reports to:	Director – Markets
Department:	Markets – IFMR Capital
Location:	Mumbai
No. of positions:	1

Job Description:

IFMR Capital is looking for a Senior Associate with 3 to 4 years of experience to join its Markets team. The Senior Associate will be a senior position and primary responsibilities will be towards developing the investor franchise for IFMR Capital Private Limited (IFMR Capital).

- Develop a strong investor franchise for IFMR Capital- transactions
- Create and maintain a database of wide range of investors (banks, NBFCs, family offices, insurance companies, pension funds)
- Arrange for meetings with potential and make a presentation / pitches for IFMR capital transactions and asset classes
- Conduct regular follow-up calls and meetings with current and potential
- Create deep relationships with investors and build a strong investor franchise
- Market and place IFMR Capital - transactions with debt capital market investors
- Ability to understand investor requirements/market feedback and communicate to the structuring team towards new structures
- Negotiate terms, pricing, documentation
- Manage end to end transaction closure
- Provide post transaction support to investors
- Provide inputs for transaction structuring and new asset classes
- Develop a sound understanding of the sectors and entities that the firm represents, through field visits, data analysis and interactions with internal teams
- Develop a sound understanding of the products that IFMR Capital has developed, including regulations, tax, excel modelling and documentation
- Be at the forefront of gauging investor appetite for new asset classes/products
Provide feedback to structuring and origination teams
- Networking within the industry
- Represent IFMR Capital at conferences and seminars
- Create visibility for IFMR Capital amongst debt capital market investors

Qualifications, Experience & Skills:

- Strong sales experience and networking skills
- Self-starter with the ability to own the role and develop high quality coverage
- Excellent oral and written communication skills

- Strong analytical skills. Good understanding of structured products
- Working knowledge of MS-Office tools.
- Interest in financial inclusion and the opportunities that this space represents
- Experience of and ability to stretch oneself, work under pressure, handle multiple assignments simultaneously and deliver on deadlines
- Strong negotiation skills with problem solving attitude
- Strong work ethic, positive attitude, self-motivated individual having an ability to work individually and as part of a team.

Minimum Qualifications:

- MBA or Post Graduate in Management from a premier institute/Chartered Accountant/CFA

Minimum Experience:

Minimum 3 to 5 years relevant experience in sales roles - private banking, private wealth distribution, mutual fund distribution, private equity/AIF fund raising team, other similar roles