

RM – Fixed Income

AUM Capital, a premier financial brand, is seeking to add an accomplished and motivated individual to our team as a Relationship Manager – Fixed Income to its rapidly growing Debt business.

Founded in 1995, AUM is now the largest distributor of Mutual Fund products in Eastern India, with pan-India presence in more than 10 locations. Managing assets of more than Rs. 20,000 Crs, we cater to Large Corporates treasuries, Financial Institutions, Provident Funds, Endowments and HNI/UHNIs across the country.

JOB SUMMARY

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The RM will be a key member of Debt team.

The **primary responsibility** of RM will be to:

- Investment and trading in SLR (G-Sec) and Non SLR Bonds, CP, CD, NCDs (WDM) in Primary and Secondary Market.
- Primary placement of Bonds (NCD) and Commercial Paper (CP) and Certificate of Deposits (CD) with Banks, Mutual funds, Insurance Companies, Corporate and FIIs.
- Interbank dealing in WDM.
- End-to-end management of debt proposals - from sourcing to placement - at the best terms for the Client

The **ideal candidate for this role shall have** high level of experience in Dealing with Financial Institutions and Corporate Treasuries, Good knowledge of Fixed Income products, superior Communication skills and providing best financial solution.

Excellent communication skills and negotiation ability will be key; must be comfortable with ambiguity and the demands that naturally arise from rapid growth.

REPORTING TO

National Head – Fixed Income

DESIGNATION

Manager/ Chief Manager/ AVP

SALARY

As per industry standard

WORK EXPERIENCE

At least 3 years