

Head- Institutional Equity- Sales & Marketing

About us

AUM Capital is a leading Institutional Equity player with PAN India presence having 30+ years of legacy and a strong institutional franchise.

- Member of NSE & BSE
- Supported by Algo-driven trading systems and Bloomberg insights.
- 200+ man-years of experience

Key Responsibilities

- Own and drive institutional equity sales targets, brokerage revenues, and profitability while tracking market trends, fund flows, while developing and executing sales and marketing strategies aligned with market opportunities, firm capabilities and competitor activity.
- Acquire, manage, and deepen relationships with FIIs, DIIs, PMS, AIFs, family offices, and large institutional clients.
- Provide clients with market insights, sector views, derivatives strategies, and portfolio positioning ideas & Ensure compliance with SEBI regulations, exchange norms, and internal risk policies while collaborating closely with equity research, dealing, and trading teams.
- Present sales MIS, pipelines, forecasts, and revenue reports to senior management.
- Build the firm's institutional brand presence through consistent market interaction and thought leadership.

Location

PAN-India

Key Requirements

- 10+ years of proven track record in Institutional Equity Sales
- Minimum Bachelor's degree (MBA Preferred)
- NISM / NCFM certifications preferred.

Compensation

Best-in-class, performance-linked