

Derivative Sales Specialist - UHNI/HNI Client Acquisition

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Company: Delta Exchange

Location: india

Category: other-general

Title - Derivative Sales Specialist - UHNI/HNI Client Acquisition
Job Summary: We are seeking a highly motivated and experienced Derivative Sales Specialist to join our team. The primary responsibility of this role is to acquire and manage Ultra High Net Worth Individuals (UHNIs) and High Net Worth Individuals (HNIs) as clients for our derivatives products. The ideal candidate should have a strong background in financial sales, excellent communication skills, and a deep understanding of derivatives and financial markets.
Key Responsibilities:
Client Acquisition: Identify and target UHNIs and HNIs who would benefit from our derivatives products. Develop and execute strategies to attract new clients and expand our client base within the UHNI/HNI segment. Build and maintain relationships with key decision-makers and stakeholders.
Product Knowledge: Possess a comprehensive understanding of derivative products, including futures, options, swaps, and structured products. Educate clients on the benefits, risks, and potential returns of derivative investments. Collaborate with the research team to stay updated on market trends and opportunities.
Sales and Negotiation: Create customized investment solutions based on clients' risk profiles, investment goals, and market outlook. Present proposals and investment strategies to clients, addressing their concerns and objections effectively. Negotiate terms, pricing, and contracts to ensure mutually beneficial agreements.
Qualifications and Skills: Bachelor's degree in Finance, Economics, Business, or related field (MBA or CFA designation is a plus). Proven experience in derivative sales, preferably with a focus on UHNIs and HNIs. Strong sales acumen and negotiation skills with a track record of meeting or exceeding targets. Excellent communication and interpersonal skills to build rapport with

clients and internal teams. Deep understanding of financial markets, investment products, and regulatory requirements. Ability to work independently, manage priorities, and thrive in a fast-paced environment.

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