

**Location : Mumbai**

Educational Qualification	: LLB/LLM/ MBA from a reputed College/University (preferably Tier-1 or 2)
Position	AVP
Experience	10-15 years for AVP  <b>Experience in business development, client acquisition and strategic partnerships in financial services preferred.</b>
Compensation:	Competitive and among the best in the industry for the right candidate.

**JOB DESCRIPTION/ RESPONSIBILITIES:**

**Business Development & Market Expansion:**

- Identify new business opportunities and develop client relationships to expand trusteeship services with various trustee products/ services.
- Conduct market research to understand industry trends, competitor strategies, and potential clients.
- Develop targeted marketing strategies to promote trusteeship and fiduciary services among corporates, financial institutions, and HNIs.

**Strategic Sales & Revenue Growth:**

- Drive revenue generation through deal origination and structured financial transactions.
- Convert leads into long-term mandates by effectively pitching trusteeship services.
- Develop customized solutions for clients, ensuring alignment with their financial and legal requirements.
- Achieve Month wise/ Quarter wise and Annual targets in line with the organization's growth objectives.

**Client Engagement & Relationship Management:**

- Liaise with lenders, investors, corporate clients, and intermediaries to enhance business volume.
- Ensure high client satisfaction through proactive engagement and value-added services.
- Work closely with internal teams to streamline service delivery and exceed client expectations.

**Marketing & Brand Positioning:**

- Create and implement marketing strategies to increase visibility and credibility of PNBISL in the trusteeship space.
- Develop pitch presentations and promotional materials to attract potential clients.

**Strategic Partnerships & Alliances:**

- Collaborate with banks, NBFCs, law firms, and corporate advisors to enhance business opportunities.
- Identify synergies for joint ventures or co-branding initiatives in trusteeship services.

**Regulatory & Compliance Oversight:**

- Maintain strong knowledge of SEBI regulations, Debenture Trustee Regulations, Companies Act, RBI laws, and other financial laws.
- Ensure compliance with all regulatory frameworks while structuring deals and transactions.
- Guide clients on legal and operational aspects of security creation, end to end all operational work for transaction closure.

**Key Skills & Competencies:**

- Strong sales acumen and ability to drive revenue generation.
- Excellent negotiation and persuasion skills.

- Deep understanding of trusteeship services, financial products, and investment structures.
- Ability to develop and execute marketing strategies.
- Strong relationship management and networking abilities.
- High level of legal and regulatory awareness related to financial transactions

Contact Us: Please email your resume at **[career@pnbisl.com](mailto:career@pnbisl.com)**