



India International Depository IFSC Limited

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| Experience – Atleast 8+ years | Education – Postgraduate in Finance, Business, or related field or B.E. / B.Tech Preferred – MBA or CA or CS |
| Designation – Manager / Senior Manager | Department – Business Development |
| Employment – Permanent | Location – Gandhinagar, Gift-City |

Skills:

1. Strong communication skills, including written, verbal, and presentation abilities.
2. Strong analytical skills, attention to detail, and the ability to work independently.
3. Knowledge of Securities Market, Bullion Market.
4. Knowledge of Depository Operations/ Custody Operations. Knowledge of RTA operations will be an added advantage.
5. Analytical mindset with the ability to assess market trends and business opportunities.
6. Knowledge of regulatory and compliance frameworks.

Responsibilities:

1. Identify, develop, and manage new business opportunities in depository, bullion, and securities markets.
2. Build and maintain strong relationships with clients, brokers, financial institutions, and channel partners.
3. Develop strategies to expand market share and strengthen client base in bullion trading and securities depository services.
4. Drive business growth by achieving sales and revenue targets across assigned product lines.
5. Promote products and services to institutional, corporate, and retail clients through presentations, meetings, and networking.
6. Knowledge of IFSC regulatory frameworks and market developments
7. Develop strategic partnerships to expand market presence both internationally as well as in GIFT City
8. Conduct market analysis, track competitor activities, and recommend business development strategies.
9. Liaison with operations, compliance, and product teams to deliver client-centric solutions.
10. Ensure adherence to legal, compliance, and risk management frameworks in all business transactions.
11. Represent the company at industry events, seminars, and forums to strengthen brand presence.

Compensation: As per industry standards