

## FSDH Asset Management - Relationship Officer(HNI)

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Company: FSDH

Location: Lagos

Category: arts-design-entertainment-sports-and-media

### Role Objective:

The Position Holder will be responsible for growing and maintaining the HNI client base by integrating and coordinating all activities targeted at achieving the Long-term Sales and Marketing plans of the company.

The Position Holder will actively contribute to the development and implementation of strategies and product development geared towards the growth of the HNI client base of the company

### Duties & Responsibilities:

Identify and develop new business relationships with HNI segments through professional, social and personal networks in line with the Company's sales strategy to increase client satisfaction and company's market share

Responsible for High net-worth Individuals (HNIs) client acquisition by developing and managing the pipeline of business opportunities

Execute and manage the HNI Sales strategy and business plan, taking into account the market opportunity/growth potential, competitor activity and existing capabilities.

Facilitate cold and warm calls to prospective leads; schedule and follow through on calls with leads generated and current clients.

Maintain relationship with clients, prospect and other Asset managers in the market in order to improve the sales of the company's products

Handle HNI advisory/AUM by providing informative and support oriented services to all existing and potential clients.

Ensure effective response time to all inquiries and provide timely solutions based on their requests.

Timely resolution of customer complaints by proactively identifying problems and taking appropriate remedial action

Monitor industry trends and obtain the necessary market information to be used for product development.

Ensure timely rendition and preparation of all reports as and when directed. duties that may be assigned by the Managing Director

#### Key Requirements:

Minimum of a Bachelors Degree Other relevant professional qualifications may be an added advantage.

6 -8 years professional experience

Good Business Writing and Communication skills

Excellent Customer Service skills

Strong presentation and communication skills

Strong public relations skills

Good interpersonal skills to create and sustain excellent relationships with clients and colleagues.

Excellent Leadership skills.

Very good understanding of the Nigerian financial market

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**Cross References and Citations:**

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