



STCI Primary Dealer Limited, is one of the largest Primary Dealers accredited by RBI for underwriting and market making in Government securities. We are a leading player in the fixed income market and our operations include trading in Government Securities, Treasury Bills, SDLs, corporate bonds, CDs/CPs and interest rate derivatives. We also trade on proprietary account in equity markets and currency derivatives market.

Role: Fixed Income Sales Manager

We are looking for a candidate who has experience in Fixed Income & Treasury Sales in the Tamil Nadu and Kerala regions. The job profile involves expanding reach and building client relationships with co-operative banks, provident & pension funds, corporate treasuries, and catering to their investment requirements in the fixed income market in these regions from the Chennai Branch Office of the Company.

Key Candidate Attributes:

- **Location:** Chennai
- MBA/CA with overall 5-7 years of experience of which, prior experience 4-5 years of experience would be in Fixed Income & Treasury Sales in Tamil Nadu and Kerala regions.
- The candidate would be a self-motivated individual with a flair for building and maintaining client relationships to spearhead business development for the Tamil Nadu and Kerala regions and achieve profitability targets.

Key responsibilities:

- Develop & maintain client relationships across various customer segments and engage with them for fixed income sales, liability side fund-raising as well as procurement of client bids for auctions.
- Spearheading business development efforts and creating brand visibility & investor outreach on a regular basis.
- Responsible for achieving individual profit target.

Interested candidates may mail their resume to recruitment@stcipd.com or to The Head HR, STCI Primary Dealer Ltd, Marathon Innova, Marathon Nextgen Compound, Lower Parel (W), Mumbai – 400 013