

Placement Drive: VFN Group

VFN is one of the oldest and a renowned Financial Advisory Firm in Delhi. VFN Group offers all types of Financial Products under one roof. The Management team has more than 20 years of experience in the financial sector. The Firm is well-equipped to provide scientific updated technology-based portfolio advice to all its clients.

Business Development Executive - Job Description

- To focus on identifying and developing new opportunities to deliver advice and solutions to existing clients.
- To expand existing client relationships, improve client satisfaction, and strengthen client commitment.
- To prospect for new clients by networking, cold calling, campaigning, or other means of generating interest from potential clients.
- To plan persuasive approaches and pitches that will convince potential clients to do business with the company.
- To grow and retain existing accounts by presenting new solutions and services to clients.
- To use knowledge of the market and competitors to identify and develop the company's unique selling propositions and differentiators.
- To work with the team to develop proposals that speak to the client's needs, concerns, and objectives.
- To handle objections by clarifying, emphasizing agreements, and working through differences to a positive conclusion.
- To be honest, trustworthy, and knowledgeable about handling confidential information.
- To provide innovative tax planning and review income tax returns.
- To maintain the financial health of the organization.
- To understand the Company's goal and purpose so as to continually enhance the company's image and performance.