

## **VACANCY: FINANCIAL ADVISOR**

Genghis is regulated under the Capital Markets Authority (CMA) and licensed by the Retirement Benefits Authority, with **Genghis Capital** and **Genghis Asset Management** running two distinct Investment banking and Asset Management business lines. The Firm has a well-diversified portfolio of financial services that includes: Fund Management, Private Wealth, Securities Trading, Research, Corporate Finance & Transaction Advisory services.

**Job Purpose/Mandate:** To sell Genghis Asset Management Products to both Existing Clients and Prospective Clients.

**Reporting to:** Distribution Manager – Asset Management

### **Key Responsibilities**

- Promote and Sell Genghis Asset Managers Products to existing and prospective clients,
- Establish and Maintain Positive Customer Relationship with Clients,
- Cold calling to reach potential customers
- Achieve agreed upon sales targets within the scheduled time period,
- Attend Clients Meetings and ensure follow up,
- Identify opportunities for Product Developments,
- Any other duties as may be assigned from time to time

### **Academic Qualifications**

- Bachelor's Degree from a recognized University;

### **Relevant Work Experience**

- A minimum of 2 years' experience as a Financial Advisor,
- Able to demonstrate a track record in meeting the sales target,
- Background in Insurance, Banking, Asset Management and other Financial Services will be an added advantage,
- Knowledge for both Unit trust funds and retirements benefits products.

### **SKILLS & KNOWLEDGE**

#### **Knowledge:**

- Conversant with the investment industry in Kenya

#### **Skills:**

- Well-developed time management and organization skills



- Good communication and interpersonal skills
- Analytical Skills;

If you wish to apply for this position, please email your application with a detailed CV & Cover Letter clearly demonstrating your suitability against the stated responsibilities, education/professional qualifications & experience to [careers@genghis-capital.com](mailto:careers@genghis-capital.com) on or before **Friday 20<sup>th</sup> December, 2019**.