



We are hiring– Business Head

About Guardian

- Guardian Capital has been awarded “The best investment advisory firm across India” by CNBCTV18
- We are an Elite Wealth and Asset Management firm that offers a wide variety of services ranging from Wealth Management to Financial Planning to Taxation services, all under one roof—all customizable to fit the client’s individual needs.

1. Why work at Guardian? (5 reasons)

1. We believe our people are our greatest assets.
2. We are **ONLY** looking to hire individuals that have integrity, passion and are looking to be the best.
3. The company is small and is in it’s growth phase, which means there are plenty of growth opportunities for the right individuals. We also provide ESOPs.
4. We believe a person’s time is the most valuable resource they have, since most of our time is spent at work we believe it needs to be a fun and exciting place to be. We make sure our team members find each and every role meaningful and fulfilling.
5. We want to make the greatest difference in the quality of life for the families that have trusted us with their savings.

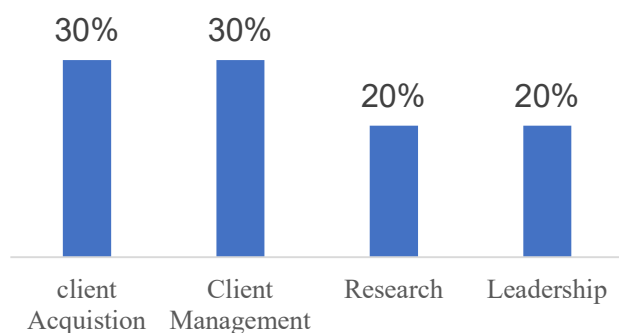
2. What is the role?

Business Head: The following are the four pillars that steer the Business Head daily activities, playing a crucial role in our organizational success

Ideal Candidate: The candidate should have 3 years of relevant experience with CFP pursuing or NISM Investment Advisory-A &B tests

Business Head Daily Activities

(est time allocation)



Pillar 1: Client Acquisition:

- Develop and implement lead generation strategies.
- Identify potential clients and market segments
- Build trust and credibility through effective communication and follow-up.

Pillar 2 : Client Management:

- Cultivate and maintain strong relationships with clients.
- Conduct regular meetings with clients to understand their financial needs, goals, and preferences.
- Address client enquiries and concerns promptly

Pillar 3 : Research:

- Track the performance of invested funds.
- Attend fund manager calls to reconcile internal research with their opinions and understand the framework.

Pillar 4 : Leadership:

- Manage a team of financial professionals, offering guidance and support.
- Conduct regular team meetings to communicate goals, share updates, and address challenges.

Salary Range 12 Lac to 18 lac pa (excluding bonus & Incentives).

Mode of work: Work from office (5days a week)

Location: Banjara Hills, Hyderabad

For company information, please visit our websites: www.gcia.in, www.guardianholdings.in, <http://www.guardianassetmanagement.in/>.

You can also read about us at <https://yourstory.com/2020/02/guardian-capital-investment-banker-snapdeal-zomato>.