

## CARE RATINGS

<b>Position</b>	<b>Assistant Manager- Business Development/Marketing</b>
<b>Job Description</b>	<p>Candidates are expected to be well versed with the structure of Financial Services industry and should have flair for corporate sales and relationship management. Experience on the relationship side in the areas of corporate banking/ corporate lending/ debt markets /equity research would be an added advantage.</p> <ul style="list-style-type: none"> <li>• Business Development - Acquisition of new business and relationship management</li> <li>• To market &amp; develop ratings' business in the defined territories/regions/client segments</li> <li>• Actively scouting the markets for identification of new opportunities by engaging with bankers, investment /merchant banks, financial advisory firms etc.</li> <li>• Maintaining relationships with Large and mid-Size Corporates</li> <li>• Assisting the product team with necessary inputs with regards to new product development and marketing plans</li> <li>• Building MIS &amp; market intelligence about competitors, preparing geography wise and service wise sales plans</li> <li>• Handle client queries, lead management, new product development</li> <li>• Achieving revenue and profitability targets as per business plan</li> <li>• Assisting analytical teams to collaborate with clients for ratings</li> <li>• Networking with people</li> </ul>
<b>About CARE Ratings</b>	<p>CARE Ratings commenced operations in April 1993 and over nearly two decades, it has established itself as the second-largest credit rating agency in India. With the rating volume of debt as Rs. 56.99 lakh crore (as of March 31st, 2014), CARE Ratings is proud of its rightful place in the Indian capital market built around investor confidence. CARE Ratings has also emerged as the leading agency for covering many rating segments like that for banks, sub-sovereigns and IPO grading.</p> <p>CARE Ratings provides the entire spectrum of credit rating that helps the corporates to raise capital for their various requirements and assists the investors to form an informed investment decision based on the credit risk and their own risk-return expectations. Our rating and grading service offerings leverage our domain and analytical expertise backed by the methodologies congruent with the international best practices.</p>
<b>Additional Skillset</b>	<p>Basic knowledge of financial accounting is a must            Good oral and written communication skills            Good skills of using MS word, excel and power point            Pro-active and self-motivated individual</p>
<b>Qualification</b>	MBA-Marketing / CA having experience in corporate sales

Location	Delhi
Compensation	As per Industry standards
Work Experience	Post qualification experience of 2 to 4 years in marketing is preferred
Contact Person	Interested candidate may send their resume on " <a href="mailto:manek.narang@careratings.com">manek.narang@careratings.com</a> "