ECM Sales Executive (Sales Vertical**)**

He/ She is responsible for identifying, developing, and managing relationships with clients, helping them raise capital through the equity markets. This role involves working closely with the investment banking team, managing the end-to-end sales process for equity-related offerings, and developing new business opportunities within the ECM vertical.

We are hiring for Deputy Manager/Manager/ Senior Manager to strengthen our ECM Sales division, with an emphasis on delivering tailored solutions, acquiring new clients, and ensuring client satisfaction.

**Key Responsibilities:**

**For Deputy Manager / Manager / Senior Manager (based on level):**

* **Client Relationship Management:**
  + Build, develop, and maintain relationships with corporate clients, institutional investors, and other stakeholders.
  + Understand client capital raising needs and provide tailored ECM solutions (IPO, FPO, QIPs, Rights Issues, etc.).
  + Act as the key point of contact for clients, offering consistent, professional, and timely service.
* **Business Development:**
  + Identify and target new business opportunities for ECM products and services.
  + Develop and execute strategies for client acquisition, focusing on both public and private companies.
  + Maintain a strong network within the investment banking and capital markets industry to uncover new opportunities.
* **Sales & Execution:**
  + Lead the sales process from identifying potential clients to closing deals, ensuring smooth execution of ECM transactions.
  + Work closely with internal teams (Investment Banking, Legal, Compliance, etc.) to structure and execute equity capital market offerings.
  + Coordinate with clients to prepare for equity capital market transactions, ensuring all documentation and approvals are in place.
* **Market Analysis & Reporting:**
  + Stay informed of market trends, competitor activities, and industry news, analysing the impact on ECM opportunities.
  + Prepare market research, competitor analysis, and client pitch materials to drive ECM sales.
  + Provide regular updates and reports to senior management on sales performance, market trends, and new business opportunities.
* **Negotiation & Closing:**
  + Lead negotiations with clients to close deals and achieve desired outcomes.
  + Ensure all ECM transactions are structured efficiently, with a strong focus on client objectives and risk mitigation.
* **Team Collaboration & Mentorship (Senior Manager Level):**
  + Collaborate with senior leaders to develop and refine sales strategies and go-to-market initiatives.

**Key Skills & Qualifications:**

* **Education:**
  + **Bachelor’s degree in Finance, Economics, Business Administration, or a related field (required). MBA or relevant postgraduate qualifications (preferred).**
* **Experience:**
  + **Deputy Manager:** 0-3 years of experience in ECM or capital markets sales.
  + **Manager:** 3-7 years of experience in ECM or capital markets sales, with proven success in closing transactions.
  + **Senior Manager:** 7+ years of experience in ECM or capital markets sales, with a strong track record in business development and client relationship management.
* **Knowledge & Skills:**
  + Deep understanding of equity capital markets, IPOs, follow-ons, rights issues, and other equity financing methods.
  + Strong grasp of financial instruments, equity valuations, and capital market transactions.
  + Proficient in Microsoft Office Suite (Excel, PowerPoint, Word), with the ability to create pitch presentations and reports.
* **Communication:**
  + Excellent verbal and written communication skills, with the ability to present and negotiate at all organizational levels.
  + Strong presentation skills and the ability to tailor content for different audiences, including senior executives and investors.
* **Interpersonal Skills:**
  + Strong relationship-building skills and the ability to work effectively with clients, colleagues, and senior management.
  + Ability to navigate complex negotiations and decision-making processes.

**Preferred Skills:**

* Experience with financial modelling, valuation techniques, and market research tools.
* Existing relationships with corporate clients, institutional investors, and other stakeholders in the ECM space.
* Familiarity with ECM regulations, compliance, and industry standards.