

Job Description – Financial Service Consultants

About us

ICICI Pension fund Management Co. Ltd. is PFRDA approved Pension Fund Manager and Point of Presence to serve employees of corporate/PSUs and individual citizen of India to secure their post retirement life by offering National Pension System (NPS) since 2009. NPS is retirement planning solution launched by Govt. of India and offers market linked return with tax saving benefits to its subscribers.

Roles and Responsibilities

- Direct Sales & Acquisition: Execute daily field visits to acquire new customers for the National Pension System (NPS).
- PFM Shift: Identify existing NPS subscribers and influence them to switch their Pension Fund Manager to ICICI Pru PFM based on our performance track record.
- Revenue & AUM Growth: Achieve monthly targets for New Subscriber Additions and total Assets Under Management (AUM) inflow.
- Corporate Engagements: Organise and lead help-desk sessions at corporate offices to drive employee enrolment in Corporate NPS.
- Channel Management: Collaborate with ICICI Bank branches and other Points of Presence (POPs) to address potential accounts.
- End-to-End Onboarding: Manage the entire customer journey for NPS subscription, from PRAN (Permanent Retirement Account Number) generation to digital document submission.
- Market Intelligence: Stay updated on PFRDA regulations, tax benefits (80CCD), and competitor performance to provide expert advice to clients.
- Compliance: Maintain 100% accuracy in documentation and adhere to all regulatory and internal ethical selling guidelines.

Experience and Skills

- Graduate/Post graduate in relevant discipline, preferably full time
- Eager to explore sales as a career path
- Good communication skills - verbal and written
- Flexibility to travel as needed within/outside the place of posting

Important note: Product training and handholding support will be provided.