

IFA Factsheet

1. What are the key responsibilities of an Independent Financial Advisor (IFA)?

- a. Identifying potential investors
- b. Understanding clients' investment goals
- c. Pitching mutual fund products
- d. Expanding the network of clients

2. Is this a full-time or part-time opportunity?

It is a flexible, part-time role designed for university students, fresh graduates and experienced individuals.

3. Who is eligible to apply?

Experienced individuals in corporates, undergraduate students or fresh graduates, preferably from Business, Economics, or related fields.

4. Do I need prior experience to apply?

No prior experience is required, but strong communication and networking skills are beneficial.

5. Is there a fixed salary for this position?

No, this is a purely incentive-based role. Your earnings will depend on your sales performance.

6. How does the incentive structure work?

The exact commission rates will be explained during onboarding.

7. Will I receive any training before starting?

Yes, a robust orientation session and several training sessions will be provided to help you understand mutual fund products, sales tactics, and investment tools.

8. Who will guide me during the process?

You will receive direct guidance from our IFA Outreach Coordinator and Project Leader who are capital market experts to enhance your skills.

9. Do I need to have a strong financial background?

While a background in finance is helpful, it is not mandatory. The training will equip you with the necessary knowledge.

10. Will there be an opportunity for direct employment?

Yes, consistent high performers may be considered for direct employment opportunities as per the company policy.

11. Is there a target I need to meet?

While there is no target, higher sales will result in higher earnings.

12. Can I work remotely, or do I need to be in the office?

This is a flexible role, so you can work remotely while networking and engaging with potential investors.

13. How can I apply?

You can apply from our website or email your CV to hr@shanta-aml.com with the job title in the subject line.

14. What is the selection process?

The selection process includes a review of your application, an online interview, and an orientation session followed by an assessment.