

## **VP of Institutional Sales – Job Description**

Upside AI is a tech-based investment management company. Upside AI was founded on the idea that technology will make better decisions over humans in the long run and is therefore building India's leading tech-first asset management platform.

In the two years since Upside AI has been live, we have delivered best in class returns for investors and grown our AUM to Rs 900 mn organically. We have raised a round of funding from marquee investors like Endiya Partners, Vijay Kedia (veteran public markets investor), Ajay Nanavati (ex-Chairman, Syndicate Bank) and Gopichand Katragadda (ex-CTO of Tata Group).

We are looking to expand the team and hire a VP of Institutional Sales. If you are interested in the role, write to us at [careers@upsideai.com](mailto:careers@upsideai.com)

### **Job description**

- Responsible for building and managing key relationships with family offices, institutions and national distributors to expand reach of the PMS and achieve AUM targets

### **The Successful Applicant**

- Has spent 5-7 years in wealth/investment management and has existing relationships with the ecosystem
- Passionate and enthusiastic to build a tech led AMC from the ground floor
- Strongly believes in the future of tech in investing
- We don't care about qualifications, only your experience, attitude and energy

### **Compensation**

- Outstanding package and uncapped incentives