

Position Vacant	Investment Counsellor
Job Description / Responsibilities	<ul style="list-style-type: none"> ➤ Driving investment product advisory through sales team ➤ Educate client about investment options and potential risks ➤ Research and analyze investments, strategies and market conditions to determine which investment option is most appropriate ➤ To combine analytical ability, comprehensive fiscal knowledge and customer service skills to help clients define and reach their financial goals ➤ Ownership of the investment target of the cluster / location that they are mapped to ➤ AUM increase ➤ Penetration of client base for creating new investors in MF / investments from existing client base ➤ Increase in (Investment Products) productivity of RMs ➤ Ensuring better client experience both by qualitative and quantitative subventions ➤ Portfolio monitoring, rebalancing & reviews
Job Specific Skills	<p>Applicants should have -</p> <ul style="list-style-type: none"> ➤ Strong domain knowledge of the investments, capital markets, distribution / channel management ➤ Good communication skills ➤ Able to judge product suitability for clients ➤ Ability to work with people / team ➤ Additionally, candidates need to be highly self-motivated, disciplined and creative with a very strong entrepreneurial spirit, integrity and responsiveness to client needs.
Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	Min 3 years of relevant experience including Financial Planning, Investment Counselor and Portfolio Management
CTC Offered	Compensation will not be limiting factor for the right candidate and will be discussed on a case by case basis.
Location of posting	Mumbai The candidate may be deputed to work with the team(s) with the organization / parent organization / any subsidiary of the parent organization if and as deemed necessary.
Email to be sent to	careers@bobcaps.in
Website	www.bobcaps.in
Contact Person	Suchitra Bangera
Contact No.	022-61389300
Last Date for application	July 17, 2019 by email at the above email id

