

Position	Head – Retail Broking and Distribution
Job Description / Responsibilities	<ul style="list-style-type: none"> <li>➤ Key role in development/adoption of new products/processes in line with evolving regulatory framework and aligned with firm’s strategy across Wealth &amp; Equity businesses.</li> <li>➤ Responsible for conceptualizing and executing new account acquisition, new product development, existing product suite management, tactical client proposals &amp; overall business strategy.</li> <li>➤ Building relationship with clients and providing them with regular advise on opportunities in Indian market and various trading strategies.</li> <li>➤ Responsible for generating revenue from retail clients. Ensuring the sustenance and deepening of existing relations with clients.</li> <li>➤ Driving the Company strategy and managing the implementation of the strategic plan. To prepare MIS and provide key strategy inputs.</li> <li>➤ Suggest and implement different strategies aimed towards retention of existing client base and addition of new clients. Present plans for Company growth, increase in operational efficiency, cost optimization and digitization.</li> <li>➤ Device and implement plan to leverage the BOB retail client base into equity customers.</li> <li>➤ Sustain and improve overall productivity of the retail equity sales Desk</li> <li>➤ Keeping up-to-date with the current market trends along with the customer behavior and competitor analysis.</li> <li>➤ Participate actively in sales planning, execute a sales plan, engage sales teams, and achieve targets in a cost effective way</li> <li>➤ To accomplish Account opening targets as required by the Company</li> <li>➤ Should be able to collaborate with offline branch network for business growth.</li> </ul>
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> <li>➤ Strong P&amp;L holding from Retail Background</li> <li>➤ Be well attune towards digitization; should come with a technology mind-set and think innovatively how to use tech to launch newer products, cost optimization.</li> <li>➤ Strong understanding of Online and digital broking industry.</li> </ul>

	<ul style="list-style-type: none"> <li>➤ Excellent understanding of Indian Market and trading strategies</li> <li>➤ Ability to build and lead large teams with demonstrated track record of leadership skills.</li> <li>➤ Strong growth mind-set to lead and motivate the team in order to achieve higher market share.</li> <li>➤ Excellent communication &amp; presentation skills.</li> <li>➤ Good existing client relationships in the market.</li> <li>➤ Experience in client acquisition, customer experience and product knowledge in equity market and wealth advisory.</li> <li>➤ Be a self-starter, proactive &amp; target oriented.</li> </ul>
Educational Qualification	Post Graduate/ CA/ MBA from recognized Universities, Advanced degree preferred.
Minimum Experience	10 plus Years
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
How to apply	Applications should be submitted on our email <a href="mailto:careers@bobcaps.in">careers@bobcaps.in</a>  Please mention <b>“Application for the post of Head – Retail Broking and Distribution”</b> in the subject. Applications with any other subject will not be accepted.
Website	<a href="http://www.bobcaps.in">www.bobcaps.in</a>
Contact Person	Ms. Suchitra Bangera
Contact No.	022-61389300
Last Date for application	15 <sup>th</sup> June 2021 by email on the above-mentioned id.