

<b>Position</b>	<b>Assistant Manager/Manager– Retail Broking -Key Acquisition Manager</b>
Job Description / Responsibilities	<p><b>Job Summary:</b></p> <ul style="list-style-type: none"> <li>• Acquire quality clients for Demat and Trading accounts through Bank of Baroda Branches</li> <li>• Responsible for managing relationships with HNI/NRI clients for Demat &amp; Trading Account</li> <li>• Focus on providing superior customer service and building long-term relationships with clients</li> <li>• Develop and implement sales and client engagement strategies</li> <li>• Work closely with Bank Of Baroda Branches to identify potential clients and expand the business</li> <li>• Activate clients to achieve revenue generation and cross-selling targets</li> <li>• Monitor and analyze client risk profile and investment needs</li> <li>• Stay up-to-date with market trends and developments to provide clients with accurate information</li> <li>• Ensure compliance with all regulatory requirements and internal policies and procedures</li> <li>• Collaborate with other teams within the organization to provide seamless customer service and support</li> </ul>
Job specific skills	<ul style="list-style-type: none"> <li>➤ Thorough understanding of the Demat and Trading business.</li> <li>➤ Experience in managing clients in broking industries (especially HNI/NRI Clients).</li> <li>➤ Relationship building skills.</li> <li>➤ Understanding of regulatory guidelines and updates</li> <li>➤ Excellent communication and presentation skills to interact effectively with customers and other stakeholders</li> <li>➤ Self-motivated, proactive, and focused on achieving targets.</li> </ul>

Educational Qualification	Graduate/Post Graduate from recognized Universities.
Min. Experience	5 Years
CTC Offered	Compensation will not be limiting factor for the right candidate and will bediscussed on a case-by-case basis.
Location of Posting	<b>Mumbai &amp; Delhi</b> 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.
How to Apply	Applications should be submitted on our email careers@bobcaps.in Please mention “ <b>Asst Manager/Manager- Key Acquisition Manager – Retail Broking &amp; Location</b> ” in subject. Applications with any other subject will not be accepted.
Website	<a href="http://www.bobcaps.in">www.bobcaps.in</a>
Contact Person	Ms. Trilby D'monte
Contact Number	022 – 61389300
Last Date of Application	27 <sup>th</sup> September 2023